

# The NATIONAL UNDERWRITER

## PEARL AMERICAN GROUP

Home Office — 19 Rector St., New York 6, N. Y.

CLEVELAND CHICAGO CINCINNATI SAN FRANCISCO PHILADELPHIA  
314 Bulkley Bldg. 175 W. Jackson Blvd. 1417 Carew Tower 369 Pine Street 525 Chestnut St.

### Pearl Assurance Company, Ltd. (United States Branch)

19 Rector Street, New York 6, New York

FINANCIAL STATEMENT — December 31, 1945

Assets		Liabilities	
*Bonds		Unearned Premium Reserve.....	\$ 4,593,899.35
Government .....	\$3,315,966.56	Losses in process of adjustment...	819,314.00
State, County and Municipal....	151,500.00	Reserve for Taxes, Expenses and	
Railroad .....	1,004,828.61	other Liabilities .....	327,919.71
Public Utilities .....	265,434.49	Unearned Premiums and Losses Re-	
Industrial and Miscellaneous....	516,487.90	coverable on reinsurance in com-	
		panies not admitted to transact	
*Stocks		business in New York State.....	143,989.95
Railroad .....	\$ 505,739.00	Statutory Deposit .....	\$ 500,000.00
Public Utilities .....	1,522,838.00	Surplus .....	7,963,103.66
Bank and Insurance .....	2,276,789.79		
Industrial and Miscellaneous....	2,390,182.00	Surplus to Policyholders.....	8,463,103.66**
			\$14,346,526.67
Cash .....			
Premiums in course of collection			
not over ninety days due, and re-			
insurance premiums due from			
other companies .....	1,013,761.86		
Reinsurance Recoverable on Paid			
Losses due from other companies	55,367.45		
Deposits with Underwriters' Boards			
and/or Associations .....	4,398.30		
Accrued interest on Bonds and			
Bank Balances .....	35,586.10		
Other Admitted Assets .....	854.79		
Admitted Assets .....	\$14,346,526.67**		

\*Valuation on basis approved by National Association of Insurance Commissioners. Securities carried at \$622,824.63 are deposited as required by law.

\*\*On basis of December 31, 1945 market quotations for all bonds and stocks owned, this Company's total Admitted Assets and Surplus to Policyholders would be increased \$263,000.38.

### The Eureka-Security Fire and Marine Insurance Company

Corporate Office: 1417 Carew Tower, Cincinnati 2, Ohio

Chief Office: 19 Rector Street, New York 6, N. Y.

FINANCIAL STATEMENT — December 31, 1945 (New York Basis)

Assets		Liabilities	
*Bonds		Unearned Premium Reserve.....	\$4,364,542.40
Government .....	\$3,227,837.41	Losses in process of adjustment....	773,081.00
State, County and Municipal....	101,000.00	Reserve for Taxes, Expenses and	
Railroad .....	860,342.42	other Liabilities .....	313,156.23
Public Utilities .....	736,249.38	Unearned Premiums and Losses Re-	
Industrial and Miscellaneous....	896,498.46	coverable on reinsurance in com-	
		panies not admitted to transact	
*Stocks		business in New York State.....	26,626.38
Railroad .....	\$ 157,440.00	Capital .....	\$1,000,000.00
Public Utilities .....	\$32,400.00	Surplus .....	2,668,857.59
Bank .....	174,632.00		
Industrial and Miscellaneous....	956,407.50	Surplus to Policyholders.....	3,668,857.59**
			\$9,136,263.60
Cash .....			
Premiums in course of collection			
not over ninety days due, less re-			
insurance premiums due to other			
Companies .....	234,018.88		
Reinsurance Recoverable on Paid			
Losses due from other Companies	—1,684.20		
Deposits with Underwriters' Boards			
and/or Associations .....	5,592.40		
Accrued interest on Bonds.....	39,500.43		
Admitted Assets .....	\$9,136,263.60**		

\*Valuation on basis approved by National Association of Insurance Commissioners. Securities carried at \$340,031.43 are deposited as required by law.

\*\*On basis of December 31, 1945 market quotations for all bonds and stocks owned, this Company's total Admitted Assets and Surplus to Policyholders would be increased \$312,681.25.

### Monarch Fire Insurance Company

Corporate Office: Terminal Tower, Cleveland 15, Ohio

Chief Office: 19 Rector Street, New York 6, N. Y.

FINANCIAL STATEMENT — December 31, 1945 (New York Basis)

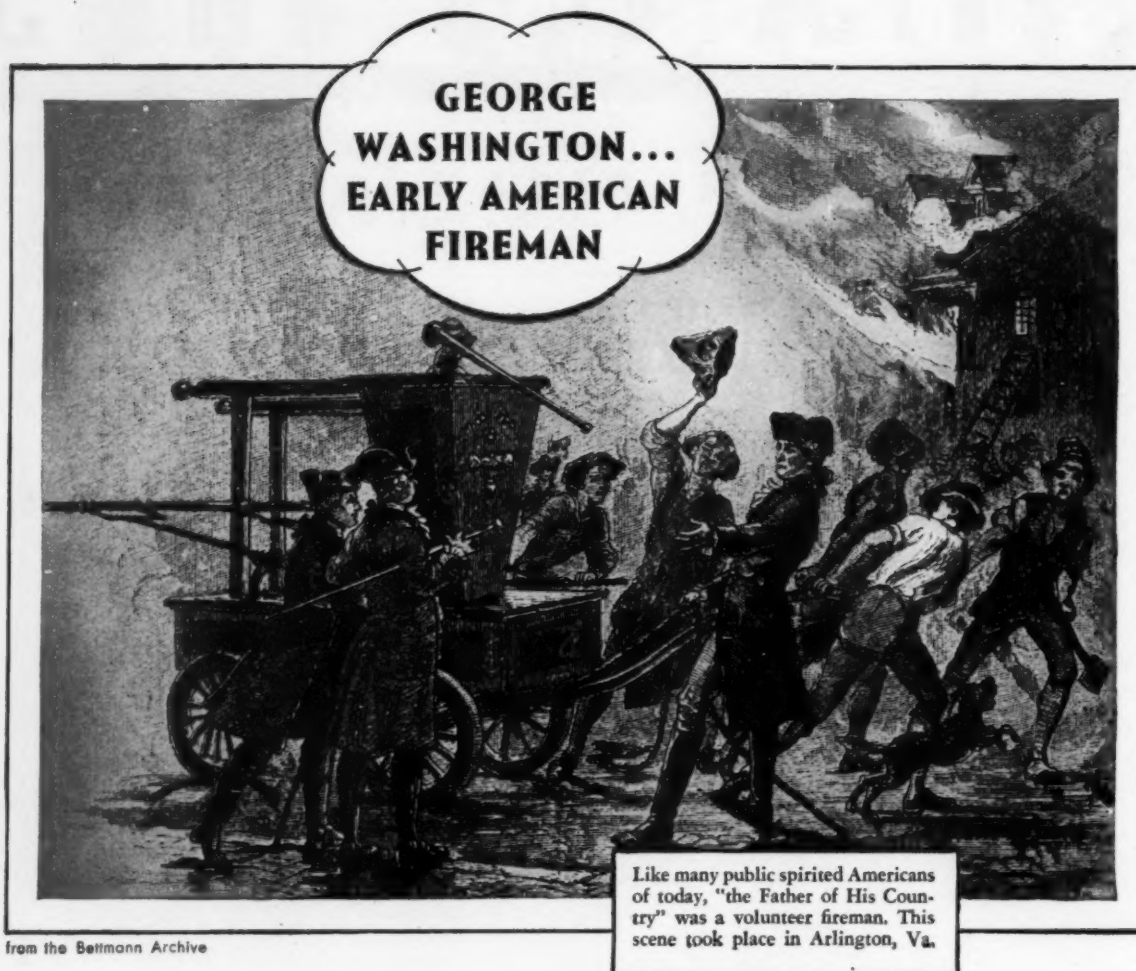
Assets		Liabilities	
*Bonds		Unearned Premium Reserve.....	\$1,891,605.61
Government .....	\$1,912,986.17	Losses in process of adjustment....	326,153.00
State, County and Municipal....	186,666.55	Reserve for Taxes, Expenses and	
Railroad .....	75,292.60	other Liabilities .....	133,508.11
Public Utilities .....	98,819.35	Unearned Premiums and Losses Re-	
Industrial and Miscellaneous....		coverable on reinsurance in com-	
		panies not admitted to transact	
*Stocks		business in New York State.....	1,365.30
Railroad .....	\$ 45,300.00	Capital .....	\$819,336.00
Public Utilities .....	26,700.00	Surplus .....	810,938.18
Bank .....	212,080.00		
Industrial and Miscellaneous....	375,300.00	Surplus to Policyholders.....	1,630,371.18**
			\$3,992,903.20
Cash .....			
Real Estate .....	905,012.75		
Mortgage Loans on Real Estate,			
first liens .....	9,052.56		
Premiums in course of collection			
not over ninety days due, less re-			
insurance premiums due to other			
Companies .....	122,080.72		
Reinsurance Recoverable on Paid			
Losses due from other Companies	450.88		
Deposits with Underwriters' Boards			
and/or Associations .....	5,638.00		
Accrued interest on Bonds, Mort-			
gage Loans and Bank Balances..	14,190.89		
Admitted Assets .....	\$3,992,903.20**		

\*Valuation on basis approved by National Association of Insurance Commissioners. Securities carried at \$230,000.00 are deposited as required by law.

\*\*On basis of December 31, 1945 market quotations for all bonds and stocks owned, this Company's total Admitted Assets and Surplus to Policyholders would be increased \$10,062.40.

THURSDAY, MARCH 28, 1946





from the Bettmann Archive

All hail to the volunteer firemen as well as the professional. They are outstanding examples of courage and public service.

As they save property, life and limb . . . so the conscientious and *qualified* fire insurance agent alleviates financial loss.

The NATIONAL FIRE GROUP is proud of its agents and works with them, in close harmony, to do a worthwhile job—ever better.

## The National Fire Group

NATIONAL FIRE INSURANCE COMPANY OF HARTFORD  
MECHANICS and TRADERS INSURANCE COMPANY

FRANKLIN NATIONAL INSURANCE COMPANY OF NEW YORK  
TRANSCONTINENTAL INSURANCE COMPANY

UNITED NATIONAL INDEMNITY COMPANY

EXECUTIVE AND ADMINISTRATIVE OFFICE, HARTFORD 15, CONN.

WESTERN DEPARTMENT  
175 W. JACKSON BLVD., CHICAGO 4, ILL.



PACIFIC DEPARTMENT  
234 BUSH STREET, SAN FRANCISCO 20, CAL.



MEMBER THE ASSOCIATED AVIATION UNDERWRITERS



Warns Producers  
of "Squeeze" in  
Rigid Rating Laws

H. E. Moore Tells  
Brooklyn Brokers of Multiple Location Problem

NEW YORK—If companies are forced to a participating basis in order to keep multiple-location risks from going to self-insurance, the local agent should not conclude that he is not affected just because he has little interest in multiple-location business, H. E. Moore, Boston, president National Association of Insurance Brokers, told the Brooklyn Brokers Association.

"If agency companies are forced to a participating basis you don't need two guesses to determine who gets squeezed," he said, implying it would be the brokers and adding that "the squeeze upon commissions will not pass the local agent by."

## Equitable Apportionment

The program of the National Association of Insurance Brokers and the National Association of Casualty & Surety Agents is to try to induce the business to recognize that no effort must be spared to work into state regulatory laws not only the right of a state supervisor to approve flexible rating systems, but the strongest possible persuasion that equitable apportionment of cost among risks is the only proper rating system.

Solution of the problem of multiple location risks is vital to many brokers and broker-agents, said Mr. Moore, for so much of their income is from these risks that these producers continued existence in business may depend upon the outcome. There is only one way of assuring the permanency of the broker and broker agent in the years ahead: a united front, a uniform program in the interest of the public backed by the combined strength of individual brokers and broker agents.

The National association needs support of its efforts not only by local organizations of brokers but by individual brokers and broker agents as sustaining members, Mr. Moore said. It needs sustaining members all over the country, not only for their financial support but for their moral support and for strength through members. The program of the National association is that the status of the broker and his right to exist must be assured, and that his position as the only true representative of the public must be improved through universal recognition of his functions.

## Recognizing Differences

Mr. Moore warned that multiple-location risks, both interstate and intrastate, have never paid premiums based on standard rating procedures and never will. The margin between the cost of self-insurance and the cost of insurance based upon standard rating procedures is so great that "we must have rating procedures sufficiently flexible to recognize all differences in hazard and expense which have an effect upon results."

He said the rating bills now under consideration permit an insurance commissioner to recognize flexible rating plans, provided he wishes to do so but

(CONTINUED ON PAGE 20)

Argus Chart Reports on  
1945 Aggregate Results

ALL COMPANIES (Stock, mutual, reciprocal, Lloyds and full coverage automobile, excluding factory mutuals and local farm mutuals)			
	1945	1944	
Admitted assets	\$4,446,565,379	\$4,094,261,557	
Surplus to policyholders	2,491,148,674	2,048,568,777	
Net premiums written	1,707,356,669	1,587,073,606	
Losses paid including adjusting expenses	829,926,710	749,700,037	
Ratio of losses paid to net premiums written	48.6	47.2	

STOCK COMPANIES (Excluding full coverage automobile companies)			
	1945	1944	
Admitted assets	\$3,462,416,342	\$3,230,225,935	
Special surplus funds	153,526,103	153,526,103	
Capital	362,727,369	351,145,132	
Unassigned surplus	1,462,804,084	1,340,160,684	
Surplus to policyholders	1,979,057,556	1,691,305,817	
Premiums earned	1,025,697,675	1,045,818,154	
Losses incurred including adjusting expenses	598,454,393	602,062,370	
Underwriting expenses incurred	470,523,059	472,223,905	
Ratio of losses incurred to premiums earned	58.4	57.6	
Ratio of und. expenses incurred to premiums earned	45.2	45.2	
Net gain from underwriting and profit and loss items	-40,363,288	-22,418,854	
Net gain from investments	350,255,402	230,775,851	
Net increase in surplus	122,642,400	99,843,278	
Net premiums written	1,178,576,204	1,139,759,403	
Losses paid including adjusting expenses	580,409,862	547,615,764	
Ratio of losses paid to premiums written	49.2	48.0	

ACCESSORY LINES (Premiums and losses of all stock fire companies)			
	1945	1944	
Net Prem. \$	193,390,612	97,802,061	50.6
Losses Paid \$	100,158,970	34,628,413	34.6
Motor vehicle	229,720,493	158,572,957	69.0
Ocean marine	85,107,425	41,515,087	48.8
Ocean M. (war risks)	33,262,734	4,682,173	14.1
Extended coverage	100,257,833	38,357,337	38.3
Tornado	18,530,080	13,821,675	74.6
Inland navigation	113,957,822	46,900,077	41.2
Sprinkler leakage	4,454,428	987,205	22.2
Hall on growing crops	30,783,038	17,412,245	56.6
Riot, civil com. & exp.	3,523,967	688,744	19.5
Land war risks	155,113	155,113	100.0
All other	8,119,864	2,991,045	36.8
Total access. lines	627,717,684	325,928,545	51.9
Fire	671,028,324	316,435,542	47.2
Grand Total	1,298,746,008	642,364,087	49.5

FULL COVERAGE AUTOMOBILE STOCK COMPANIES			
	1945	1944	
Admitted assets	\$191,469,130	\$166,668,783	
Special surplus funds	6,200,013	6,200,013	
Capital	21,242,045	18,351,918	
Unassigned surplus	38,661,844	30,564,173	
Surplus to policyholders	66,102,902	48,816,091	
Premiums earned	111,432,915	100,017,105	
Losses incurred including adjusting expenses	64,454,467	54,400,374	
Underwriting expenses incurred	42,259,518	36,842,123	
Ratio of losses incurred to premiums earned	57.8	54.4	
Ratio of und. expenses incurred to premiums earned	37.9	36.8	
Net gain from underwriting and profit and loss items	5,108,486	8,746,727	
Net gain from investments	10,562,546	5,119,707	
Net increase in surplus	8,097,671	3,471,886	
Net premiums written	120,169,804	105,926,639	
Losses paid including adjusting expenses	61,954,225	48,197,443	
Ratio of losses paid to premiums written	51.6	45.5	

FOREIGN COMPANIES, UNITED STATES BRANCHES			
	1945	1944	
Admitted assets	\$349,444,599	\$325,578,112	
Surplus to policyholders	148,053,853	139,253,651	
Net premiums written	148,413,964	138,438,558	
Losses paid including adjusting expenses	75,033,186	67,047,095	
Ratio of losses paid to premiums written	50.6	48.4	

REINSURANCE COMPANIES			
	1945	1944	
Admitted assets	\$127,351,300	\$101,238,125	
Surplus to policyholders	58,027,621	43,636,370	
Net premiums written	53,537,477	41,927,073	
Losses paid including adjusting expenses	30,963,974	25,217,798	
Ratio of losses paid to premiums written	57.8	60.2	

MARINE COMPANIES			
	1945	1944	
Admitted assets	\$17,781,379	\$16,643,325	
Surplus to policyholders	9,375,087	8,334,909	
Net premiums written	5,584,259	6,078,003	
Losses paid including adjusting expenses	2,581,879	2,356,762	
Ratio of losses paid to premiums written	46.2	38.8	

MUTUAL FIRE COMPANIES (Excluding factory mutuals, local farm mutuals and full coverage automobile companies)			
	1945	1944	
Admitted assets	\$427,720,254	\$384,621,589	
Special surplus funds	14,900,074	207,482,693	
Capital	230,760,216	177,110,372	
Unassigned surplus	71,880,850	63,172,836	
Surplus to policyholders	157,468,836	138,202,108	
Premiums earned	75,943,526	67,936,507	
Losses incurred including adjusting expenses	59,012,706	49,801,868	
Underwriting expenses incurred	48.2	49.2	
Ratio of losses incurred to premiums earned	77.5	73.5	
Ratio of und. expenses incurred to premiums earned	37.5	36.0	

FULL COVERAGE AUTOMOBILE MUTUAL COMPANIES			
	1945	1944	
Admitted assets	\$228,983,697	\$189,222,137	
Special surplus funds	19,290,678	49,746,764	
Capital	70,276,000	120,505,738	
Unassigned surplus	150,246,950	58,139,377	
Surplus to policyholders	76,982,299	48.2	
Premiums earned	142,848,908	116,081,765	
Losses incurred including adjusting expenses	94,212,076	69,718,248	
Underwriting expenses incurred	41,435,784	33,281,088	
Ratio of losses incurred to premiums earned	66.0	60.1	
Ratio of und. expenses incurred to premiums earned	29.0	28.7	

FACTORY MUTUAL FIRE COMPANIES			
	1945	1944	
Admitted assets	\$120,019,097	\$104,386,821	
Surplus to policyholders	62,925,131	52,961,485	
Premium deposits in force	97,427,347	89,531,109	
Total income	43,558,664	5,652,388	
Losses incurred	5,017,495	5,158,121	
Losses paid	40,888,913	40,888,913	
Total disbursements			

(CONTINUED ON PAGE 20)

Fire Company  
Premiums 7.1%  
Higher in 1945

Underwriting Loss of  
Stock Group Nearly  
Double That of '44

By ARTHUR RIGGS

The large increases in premiums and losses as well as in assets, surplus and gain from investments made by most companies during 1945 are reflected in the interesting summaries of the business contained in the new 1946 Argus Fire Chart now being delivered by THE NATIONAL UNDERWRITER and reprinted herewith. These aggregate figures cover all types of companies and offer a comparison of the results of each type, excepting only local farm mutuals.

The Argus Fire Chart is the widely used annual reference providing detailed financial and operating reports on all kinds of fire companies. Covering some 800 companies and many special compilations, in some 160 pages, it provides a vast amount of frequently needed facts and figures in readily available form.

## Total Premiums Up 7.1%

The combined total premium income in 1945 of some 800 companies—stock, mutual, reciprocal, full cover auto and Lloyds was \$1,707,356,669 according to the Argus chart's adding machine totals. In 1944, these companies wrote \$1,587,073,606. Of this, stock companies excluding full cover auto, wrote \$1,178,576,204 in 1945, and \$1,139,759,403 in 1944. Thus stock companies gained 3.3%, and the overall gain for the industry was 7.1% as compared with 1944.

Mutual fire companies, including full cover auto, wrote \$327,357,322 in premiums during 1945, a gain of 17.4%, from \$270,490,126 in 1944.

## Loss Ratio Goes Up to 58.4

Heavy losses increased the incurred loss ratio for the stock companies excluding full cover auto to 58.4% as compared with 57.6% last year and 52.1% in 1943. The 58.4% is the highest in many years. The paid loss ratio for the industry was 48.6% and for stock companies 49.2%.

These losses and a reduction in earned premiums produced an underwriting loss for stock companies of \$40,363,288 in 1945, compared to a \$22,418,854 loss last year and a profit of \$31,671,090 in 1943.

Full coverage automobile companies made a gain from underwriting as shown in the accompanying table.

The stock company ratio on pure fire business increased from 45.2% to 47.2%, whereas the ratio on lines other than fire went up from 44.2% to 51.9%.

Stock full cover auto companies wrote \$120,169,804, a gain of 11.9%, whereas mutual full cover auto companies wrote \$150,246,950 a gain of 19.8%.

Motor vehicle premiums of stock companies were up 15.9%, ocean marine down 17.7%, war risk ocean marine up 11.7%, extended cover up 18.7%, tornado down 3.5%, inland marine up 14.4%, sprinkler leakage up 8.2%, and hail on growing crop up .7%.

Assets of all companies except the

(CONTINUED ON PAGE 20)



## Stock Fire 1945 Experience by Lines from New Argus Fire Charts

Fire		Extended Coverage		Tornado		Sprinkler Leakage		Riot, Civil Com. & Exp.		Hail on Growing Crops		Motor Vehicle		Ocean Marine Ex. War Risk		Ocean Marine War Risk		Inland Navigation		Miscellaneous		
Fire	Losses	Fire	Losses	Fire	Losses	Fire	Losses	Fire	Losses	Fire	Losses	Fire	Losses	Fire	Losses	Fire	Losses	Fire	Losses	Fire	Losses	
18,937,277	8,950,730	2,904,794	728,761	694,506	481,647	108,978	27,492	158,319	102,032	Aetna	1888,201	1000,198	3052,292	1758,584	2180,423	986,787	2634,567	87,009	4107,622	1742,008	177,795	104,331
5,428,977	2,640,403	761,588	269,756	102,133	89,510	29,755	3,219	46,675	1,335	Agricultural	20,702	5,835	1177,719	755,958	841,862	472,672	112,187	25,225	436,866	169,504	57,886	35,689
508,646	251,073	76,958	32,458	9,055	10,381	1,523	184	2,020	224	Albany			103,609	57,932					42,564	13,504	1,764	
1,443,394	670,899	242,013	97,324	31,313	27,636	6,062	554	7,784	-136	Allegheny			54,595	29,119	180,916	129,590	118,293	64,591	436	-614	86,405	33,339
2,141,061	1,006,173	395,182	120,563	27,408	26,960	14,534	3,096	28,259	6,473	Alliance, England	220,355	123,782	385,735	198,421	286,559	183,181	109,769	28,054	521,563	216,072	14,558	6,781
270,980	101,970	34,825	10,450	1,296	638	3,906	2,480			Allied, N. Y.			203,626	66,237								-3,835
2,171,903	976,408	305,161	104,028	49,770	27,459	37,086	8,903	24,433	794	Altitude			202,528	159,619								
1,303,694	564,809	182,513	58,457	12,041	13,876	11,088	2,563	5,006	1,018	Amer. Alliance	282,053	153,145	228,224	119,494	95,738	15,028	153	168,101	67,738	12,085	27,005	
229,577	10,797	49,754	1,813							Amer. & Foreign	1,083	542	181,730	97,957	569,596	277,715	155,168	35,193	135,193	35,501	36,783	37,440
2,127,427	944,414	325,588	170,965	47,538	54,583	7,852	867	10,659	1,176	Amer. Auto. Fire			729,451	384,309								
440,216	221,765	18,523	5,473							Amer. Auto. & Gen.			540,371	123,077								
2,752,814	1,293,674	327,662	93,751	44,129	33,532	23,928	8,819	8,485	3,273	Amer. General			413,287	234,804								
7,968,214	3,721,056	1,001,470	323,953	155,883	112,429	40,674	5,443	39,421	3,749	Amer. Druggists												
										Amer. Eagle			65,551	20,466	582,103	329,867	973,730	323,890	94,826	40,333	414,707	136,436
										Amer. Equitable			136,670	66,481	432,266	244,326	101,609	48,514	9,653	5,485	460,079	177,103
										Amer. Fidelity												
										Amer. Fire & Cas.												
										Amer. Fire, D. C.												
										Amer. Fire, Texas												
										Amer. Home			54,719	41,619	113,511	65,900						
										Amer. Indemnity												
										Amer. N. J.			774,499	457,965	170,672	984,720	1251,744	732,488	275,043	111,903	219,990	796,974
										American			543,980	304,143	356,418	188,665	35,511	7,595	900,008	111,088	8,558	
										Amer. Reserve			60,897	44,139	37,250	33,276	95,347	73,116	44,300	4,987	706,135	55,943
										Amer. States												
										Amer. States Fire												
										Amer. Title												
										Amer. Union												
										Anchor			216,402	152,169	61,873	15,540	736					
										Appalachian												
										Associated Gen.												
										Associated F. & M.												
										Assur. Co. N. Y.												
										Atlantic City												
										Atlantic, Texas			366,799	83,176								
										Automobile, Ct.			5454,634	2591,379	2367,677	1248,616	1594,404	77,397	440,274	168,151	112,855	78,541
										Baltimore Amer.			389,983	245,882	34,181	41,512	19,076	4,367	222,422	106,530	5,406	1,150
										Bankers & Shippers			1047,933	638,085	50,294	24,233						
										Bankers, N. C.												
										Birmingham, Ala.			88,575	44,082								
										Birmingham, Pa.			460	701								
										Biluminous F. & M.			119,949	44,386								
										Blue Ridge			692,087	349,977	1076,940	624,136	89,912	12,077	547,645	216,327	8,322	1,110
										British America			54,426	29,270	17,373	13,997						
										British & Foreign			609	343	102,223	59,338	925,445	425,089	139,048	41,560	89,042	22,345
										British General												
										Buckeye Union			265,250	117,305								
										Buffalo			481,078	262,922	53,328	25,764						
										Caledonian-Amer.			119,172	147,099								
										Caledonian			337,455	185,657	84,868	49,087	78,458	38,819	105,491	22,457	36,639	
										California			251,994	143,170								
										Calvert Fire			296,495	207,087								
										Camden			126,706	61,978	148,831	754,292	218,925	143,532	5			
										Canadian Fire												
										Capital, Cal.			338	172	56,791	30,941	69,064	31,495	18,524	3,350	38,025	10,445
										Capital Indem.												
										Capitol, N. H.			6,488	4,086								
										Carolina			259,929	163,951								
										Carolina Natl.			924									
										Cavalier			742	89								
										Centennial			44,757	35,306	701,412	330,451	179					
										Central, Mo.			110,178	61,891	46,752	15,265	9,821	21,464	18,006	4,214	1,103	
										Central Surety Fire			231,509	78,021								
										Century			104,567	63,297	582,638	305,762	194,796	35,568	179,921	99,362	7,345	
										Charter Gas			46,286	18,946	7,023	3,385	4,556					
										Christianity												
										Christianity Prop.												
										Citizens, N. J.			38,101	18,951	80,937	42,087	22,943	4,697	31,833	15,529	636	
										City, N. Y.			259,482	163,247	15,825	19,318	9,831	1,954	139,942	64,296	4,468	
										Colonial Assur.			32,367	19,488	72,616	41,903						
										Columbia, N. Y.			187,222	98,577								
										Commerce			97,297	162,001	207,969	129,383	62,670	25,48				



## (CONTINUED ON NEXT PAGE)









## MERIT RATING MEANS MORE RENEWALS

Indemnity's Merit Rating Plan\* was not a war casualty! Started seventeen years ago to give the careful automobile driver an incentive to continue his accident-free record, Merit Rating has been continued uninterruptedly since 1929.

It is one of many progressive steps in Casualty Insurance, pioneered by North America and acclaimed by agents and the public.

Under Merit Rating, private passenger car owners receive a discount of 10% upon the renewal of their policies if no claims resulting in losses have been filed. Succeeding years of "no accident" driving earn them a 15% discount. Commercial car owners earn 5% on the first renewal, 10% on the second, and 15% thereafter.

Today, Merit Rating gives a powerful sales weapon to Indemnity Insurance Co. of North America Agents, competing for postwar automobile liability business. It's only one of the many "firsts" credited to North America—a leader in the trend toward modernizing American Insurance.

\*Sorry, Merit Rating is not permitted in Louisiana, Massachusetts, New Hampshire, New York, North Carolina, Oklahoma, Texas, Virginia and West Virginia.



INSURANCE COMPANY OF  
**NORTH AMERICA**  
COMPANIES, Philadelphia

INSURANCE COMPANY OF NORTH AMERICA  
THE ALLIANCE INSURANCE COMPANY OF PHILADELPHIA

INDEMNITY INSURANCE COMPANY OF NORTH AMERICA  
PHILADELPHIA FIRE AND MARINE INSURANCE COMPANY

NORTH AMERICA... OLDEST NAME IN CAPITAL STOCK INSURANCE



## New Upsurge of Marine Losses in Far Eastern Trade

### Improvement Short Lived—Dock Looting Continues Unabated

NEW YORK—Marine losses are again on the increase in the far eastern trade because of maritime hazards, wharf looting and general mishandling of cargoes. For a time it appeared that the situation was improving.

Considerable concern is evident among underwriters and is currently reflected in the marked rise in insurance rates.

Dock losses are considerable as are maritime losses from loose mines in waters of former war theaters. Following the first war vessels were being sunk by floating mines as late as 1922, a fact which causes underwriters to anticipate the continuance of war risk insurance for several years to come.

#### Highest Rate Is 25 Cents

Rates on war risk insurance today are far below those charged during the war, the highest current rate being in the neighborhood of 25 cents per \$100.

The coming of the May-September rainy season in the far eastern and Philippine areas is expected to delay further the subsidence of these losses to commercial shipping as handling facilities will be still further handicapped.

Indicative of the upswing in marine insurance rates the normal prewar rate level of approximately 1% is now as high

as 10% for some voyages with 5 to 8% the average. Current rates on cargo shipments less vulnerable to damage and looting are somewhat lower.

During the Japanese occupation dock looting by Filipino laborers was considered to be patriotic duty. One investigator reported to his home office that these laborers are wont to retain their wartime habits, consistently resisting reorientation to peacetime ways of handling cargoes.

Congestion bred by a greatly reduced handling capacity of dock transportation facilities lends itself to wholesale theft, the stolen goods finding its way into the Manila black market.

Any accurate estimate of losses is impossible at present because their magnitude is constantly increasing and official reports on the situation are lagging as much as nine months behind.

## Jackson Says He Was Misquoted on Commission Issue

JEFFERSON CITY, MO.—Superintendent Jackson in a letter sent to George J. King of Columbia, president Missouri Association of Insurance Agents, charged that John J. O'Toole of St. Louis, state national director of the Missouri association, had "misquoted and misinterpreted" his address before the Insurance Board of St. Louis.

Mr. O'Toole in a letter to President King took a firm stand against an attempt by any state supervisory official to dictate the commission that shall be paid to an agent or broker.

#### Quotes St. Louis Talk

Superintendent Jackson says he finds himself "in full agreement with Mr. O'Toole on the question of regulation of agents' commissions. My remarks were designed to put the Missouri agents on guard against certain tendencies along this line in some states." He quotes from his St. Louis talk in which he said:

"The Sherman act overshadows all the others in its implications of federal regulation. This brings to mind the rate-making powers of the interstate commerce commission, but the insurance fire and casualty rating bills which must be enacted by the various states to comply with public law 15, must cover a broader field in rate fixing than the interstate commerce commission has covered, and include acquisition costs and agents' commissions, on the theory that you can't regulate the premium dollar without regulating the cost dollar. This may mean the end of excessive commissions some companies have paid for business."

In that talk he cited the reductions in commissions when the compulsory automobile liability act became effective in Massachusetts and in the fixing of rates on workmen's compensation business in the same state.

#### Expresses Accord With O'Toole

"These are matters that vitally affect this group of producers," he continued in that speech. "In other words, when there was a demand for the reduction of rates, the general agent was thrown into the picture and had to take a reduction on commissions. These matters are of interest to this group and for this reason you should take an active interest in the enactment of rating bills which must be enacted to avoid federal control, if for no other reason than to see that your own interests are protected."

Commenting further, Mr. Jackson says:

"I am also in full accord with Mr. O'Toole's expressed opinion of the high esteem in which the insurance agent is held in his community, and I have no desire to regulate him in any way beyond the present scope and defined duties of my office."

R. C. Stanton has purchased the interest of his partner, I. D. Wallington, in the Stanton & Wallington agency, Mansfield, O.

## Companies Win Stay of D. C. Rate Order

### Position of North America Injects Confusing Element in Case

WASHINGTON — Superintendent Jordan's order for reduction of fire rates in the District of Columbia April 1 was stayed by order of Federal Judge Holtzoff last Thursday. His action was based on motion of the majority of companies which was the subject of argument before the court. The stay was ordered pending determination on the merits of the order after further argument at a time to be decided upon by counsel.

Arguments were made by Abraham Kaplan, New York, for the majority companies; Lloyd Harrison, assistant D. C. corporation counsel, for Jordan; Walter Bastian, counsel for the D. C. Rating Bureau; while Robert B. Ely, representing North America, appeared and made a brief statement as amicus curiae, in view of the fact that that group had decided to "go along" with the reduced rates.

The majority companies' view as expressed by counsel was that the stay should be granted in lieu of the injunction originally requested, for the protection of all concerned. District counsel did not appear to fight the stay very hard. Mr. Bastian said without a stay the rating bureau would have to maintain two sets of records, based on the old and the new rates. Nobody would be hurt by a stay, he said, and nobody would run off with the money if the reduced rates are ultimately sustained.

Official title of the case is American Eagle et al vs. Albert F. Jordan and the D. C. Rating Bureau.

#### Rights Seriously Jeopardized

Counsel for the majority of the companies argued that the right of appeal would be valueless unless stay were granted, pending determination of the legality and correctness of the order. Companies' rights "are now being seriously jeopardized by actions and threats of actions on the part of persons affected" by the order, it was declared.

It was contended plaintiffs are entitled to maintenance of the status quo pending termination of their action. A stay would not jeopardize the rights or interest of any person affected by the order, the court was told. Plaintiffs declared themselves ready to comply with any conditions the court might impose upon a stay.

William M. Hoffman, president Firemen's of Washington & Georgetown, who signed affidavit as to the correctness of the original complaint seeking injunction against enforcement of the reduction order, also supported the motion for stay. He said the rates ordered are confiscatory and would compel business at a loss. If the Jordan order is finally overruled, he said, there is no practical way by which plaintiffs could be reimbursed for loss of premium income sustained under the reduced rates ordered.

#### Letter to North America Agents

The court was told of a letter received by Howard W. Phillips & Co., a North America agency here and 26 other agents in the District from Bradford Smith, Jr., North America vice-president, stating: "It is obvious that we are subject to compliance" with the order. The D. C. Rating Bureau was stated by Mr. Smith to be unable to advise whether it would publish new rates

(CONTINUED ON PAGE 19)

## EFFECTIVE PROTECTION



The same experience, time, and skill that transformed the "Little Giant" chemical engine of 1874 into the scientific fire fighter of our day has gone into the development of modern insurance service and protection.

Our agents take pride in the up-to-the-minute service of the Caledonian—dependable for more than a century.



Picture courtesy of Walter Kidde & Company, Inc.

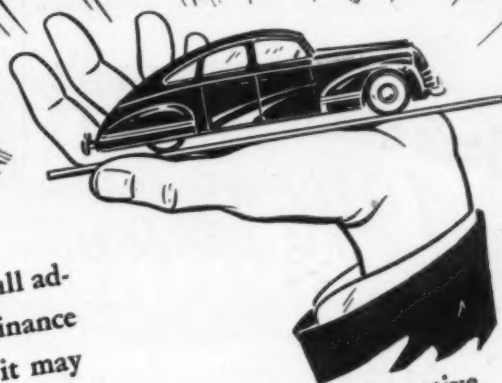
THE **CALEDONIAN**  
INSURANCE COMPANY

Founded 1805

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# Can you hold your Automobile Business ... and attract **NEW** Premiums?



You can do both if you take full advantage of the Bank and Agent Auto Finance Plan. Unless you support this plan it may mean substantial loss of income. Local agents and local banks, countrywide, are now working together to sell prospective car buyers on the many merits of this friendly community method of financing and insuring automobiles.

To assist agents of the Royal-Liverpool Group to publicize and popularize this plan, and thereby to write a maximum volume of Automobile premiums, we have made available to them the sales kit here shown, which makes possible an effective, sustained campaign.



A REQUEST addressed to our Publicity Department will bring you a complimentary copy of this sales kit—one of our Group's many production aids on various coverages.



- 1 Display poster for wall or window use
- 2 Easel-back counter display card
- 3 Reduced reproduction of poster for mailing enclosure
- 4 Direct mail sales folder
- 5 Special sales folder for co-operating banks
- 6 Policy tab
- 7 Blotter
- 8 Identification card

Fire and Casualty Companies of the  
**ROYAL-LIVERPOOL GROUP**  
ONE HUNDRED FIFTY WILLIAM STREET, NEW YORK 8, N. Y.

AMERICAN & FOREIGN INSURANCE COMPANY • BRITISH & FOREIGN MARINE INSURANCE COMPANY, LTD. • CAPITAL FIRE INSURANCE COMPANY OF CALIFORNIA • THE LIVERPOOL & LONDON & GLOBE INSURANCE CO. LTD. • THAMES & MERSEY MARINE INSURANCE COMPANY, LTD. • QUEEN INSURANCE COMPANY OF AMERICA • THE NEWARK FIRE INSURANCE COMPANY • FEDERAL UNION INSURANCE COMPANY • ROYAL INSURANCE COMPANY, LTD. • THE SEABOARD INSURANCE COMPANY • STAR INSURANCE COMPANY OF AMERICA • LLOYD'S UNDERWRITING AGENCY • GLOBE UNDERWRITING AGENCY • ROYAL UNDERWRITING AGENCY



## N. Y. Department Bills Fare Well at Session Now Ending

NEW YORK—In the legislative session ending this week the New York department has come out exceptionally well, obtaining passage of all but three of a long list of departmental bills. Two of these three—one prohibiting boycott, coercion and intimidation and the other giving the superintendent power to reverse decisions of rating organizations

on appeal from minority members or subscribers—were not pressed by the department as Superintendent Dineen was not entirely satisfied that the wording could not be improved.

The third bill would have permitted a claim to be filed late under an accident or health policy provided it was shown that the claimant could not reasonably have been expected to file earlier and that proof was furnished as soon as it was reasonably possible.

It is understood that considerable effort was made to kill the department bill requiring all classes of companies, rather than only life companies as in the past, to obtain vouchers for all expen-

ditures for \$100 or more. The companies had felt that there would be a great deal of extra clerical work if the bill were enacted. Chairman Mahoney of senate insurance committee took a very strong stand for this measure, however, contending that this was the only remedial legislation that would bar a repetition of the Missouri bribery case.

Considerable last minute opposition also developed from certain stock fire companies to the bill permitting fire companies to reinsure casualty risks, and vice versa, provided surplus to policyholders is at least \$1½ million.

There is no doubt that all the department bills passed by the legislature will be signed by Governor Dewey, as under the Dewey administration the procedure is to get department legislation informally approved in advance.

In addition to passing the uniform classification or accounts bill and the voucher bill, both of which Mr. Dineen considered particularly important, the legislature passed two non-department bills which had the department's stamp of approval. These are the personal property floater bill, permitting domestic as well as out-of-state casualty companies to write the PPF and the cross-reinsurance bill.

In addition to department bills already mentioned other department-sponsored legislation would make the automobile assigned risk plan compulsory rather than voluntary as at present; authorize beyond any question reciprocal licensing arrangements respecting agents and brokers of other states; easing broker's license requirements to permit veterans formerly in the business to satisfy the experience requirement by experience before going into the service; extension of the present 15-month aggregate limit where a temporary licensee is servicing business of a deceased broker or agent for someone in the armed forces; permit issuance of temporary licenses to anyone designated to handle business of a licensed agent or broker in the armed forces; define "independent adjuster" to include employees of adjusters who investigate and adjust losses; change the requirement as to financial statements of agencies outside the North American continent to every six months instead of every four months; and permit the superintendent to withdraw approval of a life, accident, health or annuity contract if its provisions are found to be unjust, unfair, inequitable, misleading or contrary to law or to public policy.

### "Comp" Law Amendment

Also pending before the governor is a bill amending the compensation law to release from liability any employer who insures with a licensed insurer even though the insurer should later become insolvent. At present only those employers insuring in the state fund have this protection.

Another measure before the governor would prohibit a finance company or mortgage lender designating a particular broker or agent with whom the borrower must insure.

## Mass. Hears Debate on Tax Proposals

BOSTON—The joint insurance committee of the Massachusetts legislature, sitting as a recess commission to study legislation affecting the regulation and taxation of insurance companies under public law 15 gave an extended hearing on taxation of foreign and domestic companies, considering a bill to make the tax on premiums 2% for each class, instead of, as at present, 3% on foreign and 1% on domestic companies.

George L. Barnes, counsel for domestic mutuals opposed the bill contending it would double the taxation of domestic companies, since already they paid at least 1% additional of their premiums for taxation on real estate, home office buildings, personal property, etc., which foreign companies were not subject to. Mr. Barnes was of the opinion Congress intended to validate existing state laws

## Job Well Done



John L. Sullivan, assistant secretary of the navy for air, right, presents the navy certificate of achievement to Percy Bugbee, general manager, who accepted it for the National Fire Protection Association.

on taxation of companies. It was evident foreign companies took the same view since but one company had protested its Massachusetts tax.

Tax Commissioner Long argued the domestic mutuals had not prospered under the differential in the tax in their favor and there was no longer need of it, favored a flat 2% tax for all companies but would eliminate the retaliatory provisions since there would be no need of them under a flat rate.

### Downs Suggests 1.75% Rate

John W. Downs, counsel for domestic stock companies, suggested a flat rate of 1.75% for both foreign and domestic companies.

Commissioner Harrington stated the foreign companies paid \$1,867,185 in taxes and the domestic companies \$346,569. He declared the tax situation is in danger and the state shouldn't take a chance of the balance of revenue being taken away.

Counsel Joseph Sullivan of American Mutual Liability declared that when Commissioner Long stated 28 states had already passed non-discriminatory laws to meet the new situation, he did not fully give the right interpretation. Those states, he declared, have written into their new laws certain exceptions and conditions which in effect allow a considerable differential in the taxation of domestic and foreign companies, for consideration has been given to local taxes, amount of business done in the state, deposits in local banks and investments, etc.

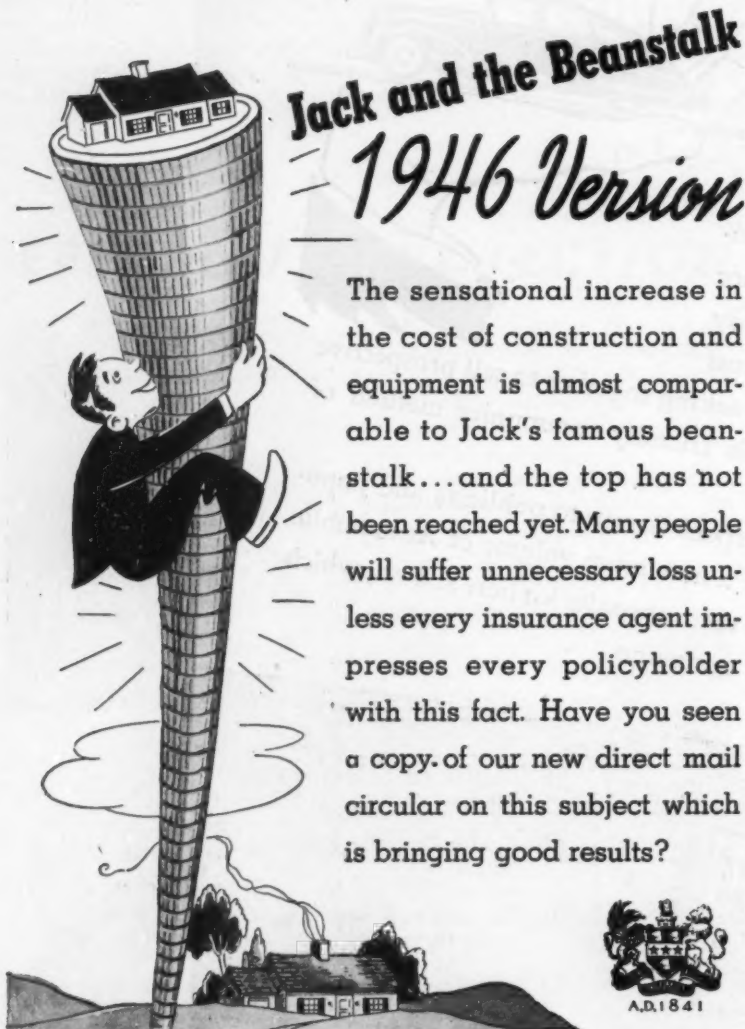
While most of the speakers expressed the opinion it might be well to delay state legislation to await decisions of the United States Supreme Court, members of the recess commission declared they did not care to assume the responsibility of the state, losing back taxes by any failure on their part to forward legislation.

## FOR SALE

A Midwestern Agency Mutual Company with a premium volume of \$200,000 can be purchased either outright or control.

### FERGASON PERSONNEL

Insurance Personnel Exclusively  
166 W. Jackson Blvd., Chicago 4, Ill.



**Camden Fire**

*Insurance Association*

CAMDEN, N. J.

NOW IN OUR SECOND CENTURY OF SERVICE



A COMPANY  
IS KNOWN  
BY THE  
AGENTS IT  
KEEPS

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**THE INSURANCE COMPANY**  
OF THE  
**STATE OF PENNSYLVANIA**

308 WALNUT STREET, PHILADELPHIA 6, PA.



## \$600,000 Pier Loss Analyzed

### N. Y. Board Points Out Need of Proper Construction

NEW YORK — The report on the Staten Island waterfront fire Jan. 25, just published by the New York Board of Fire Underwriters, emphasizes the necessity for improved pier construction. The fire practically destroyed pier No. 5, including the east and west annexes, of the Baltimore & Ohio railroad and caused substantial damage to pier No. 6 of the Bethlehem Steel Co.

The fire demonstrated the danger of exposure hazards that piers of inferior construction present to other waterfront structures even across comparatively wide slips, the report states. The sprinkler system in the superstructure of the pier could not cope with the fire in the combustible substructure. The fire in the substructure resulted in the loss of the entire pier, irrespective of the sprinklers.

The report points out that connecting bulkheads and pier structures without fire breaks or walls, particularly in combustible substructure areas, are a means of spreading fire along the waterfront. Large fires in the borough of Richmond may be uncontrolled for a long time, the report states, because of difficulties encountered in bringing additional fire department equipment from Manhattan by way of ferry boat.

#### Amount of Loss

While complete figures are not yet available, it is estimated that the loss to the Staten Island property and contents will amount to \$600,000. At pier No. 5 all of the superstructure except for scant remains of a few trusses of columns, was completely consumed. The tops of many piles were burned away and large sections of the deck collapsed. All the merchandise that was on the pier, excepting items such as copper ingots not readily damageable by fire was practically destroyed. Seven freight cars that were on the pier also were very badly damaged. The annexes to the pier were almost completely burned and the machinery and other equipment in the repair shop in the east annex is beyond salvage.

The roof of pier No. 6, including the skylight that extended the length of the pier, especially toward the water's end, is quite badly damaged. The exterior of the east wall of this pier is also damaged. Large portions of the center of the deck of this pier collapsed when supporting substructure members burned away, although the exterior rows of piling on each side of the pier are in good condition. Merchandise on this pier sustained little direct fire damage due largely to the sprinkler system but did receive a thorough wetting and was damaged to a certain extent by the collapse of portions of the pier deck.

#### Barges Damaged

Several barges that were in the slips between piers 4 and 5 and 5 and 6 were badly damaged and several freight cars on the track extending along the front of the piers were also damaged.

The report points out that pier No. 5 was of poor construction. Except for corrugated iron sides, it was built entirely of wood. Fire in the wooden piling and in the other substructure members of the west annex of pier 5 extended without difficulty to the combustible substructure of pier 6. Had there been a fire wall or fire breaks at the point where the substructures of the annex and the pier joined there probably would not have been any fire in the substructure of pier 6, according to the report.

Fires in combustible substructures of piers are difficult to control and usually spread throughout the substructure of the pier rapidly unless the substructure

is provided with fire walls or other means of protection that will prevent the horizontal fire travel. They are difficult to extinguish. The streams of water from the fire department lines as well as those from fire-boats could not penetrate more than one-third of the width of the pier and were effective only for that distance because they were deflected by the many substructure members. Substructure fires of this character cannot successfully be fought by streams directed from the sides of the pier. Fire walls at least would confine the fire to a particular section.

The practice of installing elaborate automatic sprinkler systems in the super-

structures of piers without giving any attention to the combustible substructure would appear to be unsatisfactory, according to the report. The private hydrant system was entirely inadequate for a fire of this size.

#### Need Code for Pier Construction

At present the building code does not contain matter applicable to piers and wharves nor does the city have a separate code for such structures, the report states. There have been enough losses of this type to emphasize the advisability of formulating and adopting a building code for piers and other waterfront property, according to the report.

## Ill. Bankers at May Rally to Discuss Auto Plan

The bank and agent auto finance plan will be one of the subjects up for discussion at the annual convention of the Illinois Bankers Association to be held in the New Jefferson hotel, St. Louis, May 1-3. An installment lending division recently was created in the association and this met in Chicago. It will hold another meeting at the St. Louis convention.

Gene Campbell has purchased the A. J. Stevens agency at Marietta, O. M. W. Feigert of Van Wert, O., has taken in Paul W. Rhoades as a partner.

# A WINNING COMBINATION

HOMETOWN  
BANKER →

## For Financing Hometown Purchases

REALIZING that when the local bank gets the financing the Hometown Agent gets the insurance, Fireman's Fund has created a practical advertising plan designed to promote Bank financing of cars and appliances. Providing a follow through for the "Bank & Agent plan," it consists of an original theme—HOMETOWN CREDIT-SAVINGS—backed by a series of advertisements for banks to use in their local newspapers. ☆ "Credit-Savings" immediately suggests bank financing. It is similar to an installment savings account except that the customer gets the money before he saves it, enabling him to buy for cash. He then accumulates the necessary funds through regular "deposit-payments" plus interest on unpaid

balances. ☆ "I save because it gets me things and use while I save" is a typical appeal. In this manner the plan avoids the negative terms borrow—debt—loan. Instead it associates the idea of Bank financing with saving for a goal with the added advantage of getting the money in advance. A brochure explaining the plan is being mailed to all banks and to every agent representing a company of Fireman's Fund Group.



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## FIREMAN'S FUND GROUP

FIREMAN'S FUND INSURANCE COMPANY  
HOME FIRE & MARINE INSURANCE COMPANY  
WESTERN NATIONAL INSURANCE COMPANY

FIREMAN'S FUND INDEMNITY COMPANY  
WESTERN NATIONAL INDEMNITY COMPANY

SAN FRANCISCO • NEW YORK • CHICAGO • BOSTON • ATLANTA

### THE PLAN

includes free newspaper mats for banks supplied through agents of the companies of Fireman's Fund Group.



## Missouri Companies Question Tax Bills

JEFFERSON CITY—A conference committee of the house and senate has recommended a reduction in the general state property tax applicable to real and tangible personal property from 5 cents to 3 cents per \$100 of assessed valuation. This change was originally approved by the house but the senate restored the present 5-cent levy, sending the measure to a conference committee. The series of bills prescribing a new method for taxing intangible personal

property, such as bonds, notes, mortgages and other securities, was put into position for passage by the senate. Urging early passage, House Speaker Murray Thompson of Marshfield told the senate committee that unless action is completed by the planned legislature recess on April 2—to make them effective on July 1—there will be no assessment on intangibles this year, resulting in a loss to the state of about \$2,000,000 in revenue.

The committee rejected an amendment to the key bill, urged by life insurance company executives, and refused to hold further hearings on the measure. Powell B. McHaney, vice-president and gen-

eral counsel of General American Life, and representatives of other Missouri life companies told committee members that life companies could be forced out of business in Missouri unless an amendment to the main bill was adopted specifically excluding policy reserves from the definition of intangible tax yield.

Mr. McHaney said that the proposed amendment was necessary since there is serious legal doubt as to the constitutionality of the three bills which would impose a 2% annual tax on life premiums in lieu of a levy on intangibles. If these bills should be held unconstitutional or otherwise invalid the insurance companies would be forced to come under the general intangible bill where a 4% annual tax on the net yield of their policy reserves would be imposed, Mr. McHaney pointed out. His contention was that this 4% tax on reserves would make it unprofitable for the companies to remain in business in Missouri.

In addition to the 2% tax on insurance company premiums, the pending bills impose a 2% tax on dividends of building and loan associations and a 7% tax on the net income of banks in lieu of other taxes, and there is the general bill for a 4% tax on the income from intangibles. In view of Missouri's state income tax law there is a question of whether the bills constitute double taxation.

## N.A.I.A. Membership Passes 21,000 Mark

Membership in the National Association of Insurance Agents passed the 21,000 mark this week, it was reported by John W. Bowers of Enid, Okla., chairman of the membership committee. The actual numerical strength of the association is now estimated at close to 100,000.

The 21,000th agency member recorded is the Keller & Davis Agency, Atmore, Ala.

New York has become the 4th state to enroll over 1,200 members; New Jersey the 6th to record more than 1,000, and Oklahoma, Missouri and Wisconsin entered the ranks of the "over 500 bracket," increasing the number in this category to 16.

There is a goal of 25,000 by 1948.

## Coward Came Up Through Inland Marine Field

George W. Coward, recently named eastern manager of the St. Paul Fire & Marine group, developed into the executive class from the inland marine field. He joined Chubb & Son at New York in 1918, and was with that organization until 1925, all in the inland marine department. In that year he went with A. F. Shaw & Co., becoming manager in 1928 at New York. In 1938 he was made vice-president and manager, getting a well-rounded experience in underwriting, production and supervision.

On Jan. 1, this year, when the Shaw office, Fowler & Kavanagh and the service office of the St. Paul group were merged into the eastern branch office, Mr. Coward was named to head it. It now offers complete facilities of the entire St. Paul organization.

Although coming up through the ranks by way of the inland marine business, Mr. Coward has had casualty experience. When he took over the Shaw office in New York he was responsible for its branching out into the casualty lines.



G. W. Coward

## State Rating and Review Bureaus Set Up in Md.

BALTIMORE—The new rating law for Maryland becomes operative June 1, and requires that companies file through a rating bureau their rates and schedules. At the same time, the insurance department is creating a bureau for the purpose of receiving and reviewing such filings. Announcement of appointment of F. Addison Fowler as chief of this new bureau has been made by Commissioner Ensor.

The new appointee is well known among Baltimore insurance men, having a broad background of fire and casualty training. He is a native of Baltimore and, after his early years in a large local agency, spent a short time with the West Virginia Underwriters Association. He returned to Baltimore with Central Fire and an associated brokerage firm. His last position was that of assistant secretary. Upon the dissolution of that company, he continued with the successor, North America, until the present appointment.

### Maryland Rating Bureau

As to the new fire rating bureau, early announcement of its plan of operation is expected. The rating functions for Baltimore by the agents' association, the Association of Fire Underwriters and, for the remainder of the state, the Middle Department Underwriters Association will be discontinued soon and turned over to the new body, to be known as the Maryland Rating Bureau. This body need not be the only rating bureau, as the law provides for the formation of rating bureaus by "two or more carriers." However, such bodies must not be mere token organizations, but are required to maintain competent inspection and rating staffs.

It is not known at present what steps will be taken by mutual companies, but the proposed bureau provides for subscribers who may not otherwise be members. In consolidating the work of the two predecessor rating bodies it is found that the rating schedules are extremely divergent and the class rates very much at variance. However, the work of coordinating the existing underwriting rules and forms will not be too difficult, as the Baltimore body has had a research committee compiling such data for several years. The complete report of this committee, which anticipated the union, is now being studied by a subcommittee of the state body in the hope of a manual satisfactory to all concerned. Carl Wheelock, for many years manager of the Baltimore Association, will be the manager of the Maryland Rating Bureau.

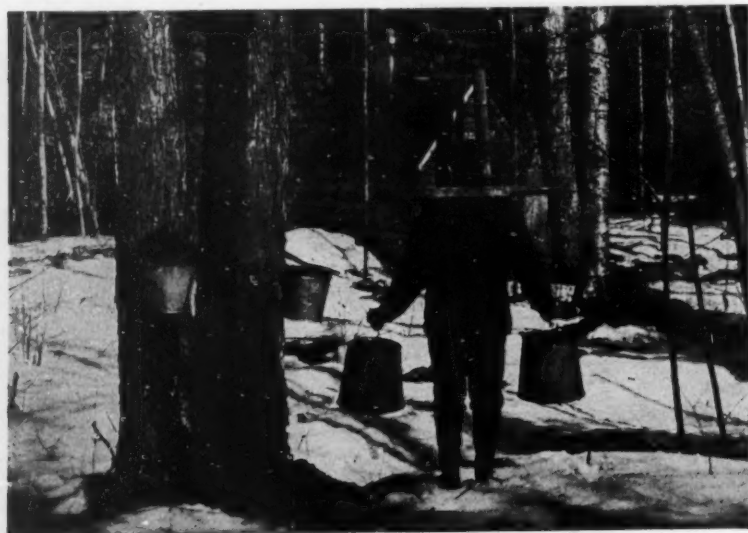
### Controlling the Ethics

As in other large metropolitan areas, regulations are necessary regarding agency representation, brokerage and other fair trade practices. This has heretofore been controlled by the Baltimore Association and will probably continue to be regulated by that body. Some changes will be needed resulting from discontinuing rate making functions, but the vital need for continuing such an ethical body is conceded by most of the substantial agencies.

## THE OLDEST INSURANCE COMPANY IN THE WORLD



55 FIFTH AVE., NEW YORK



WHEN the first settlers came to America, they could not afford to import sugar cane, but they soon discovered the sugar maple. The Indians taught them that the end of winter is the season for "tapping the sugar bush," and their crude methods are used even today. Small holes are bored into the trees and a metal or wooden tube driven in. Each morning, the sweet juice is collected and carried to the sugar house where the water is evaporated by boiling. When the sugar begins to crystallize, it is poured into molds to cool.

*Just as its native state, since its beginning, has been offering to the world at large the fruit of its sturdy trees, so the New Hampshire Fire Insurance Company offers sound protection, the fruit of many years of experience.*

**New Hampshire**  
FIRE INSURANCE COMPANY  
Manchester, N.H. Incorporated 1869  
CAPITAL \$3,000,000

**Granite State**  
FIRE INSURANCE COMPANY  
Portsmouth, N.H. Incorporated 1885  
CAPITAL \$1,000,000

## NATIONAL INSPECTION COMPANY CHICAGO, ILLINOIS

Service to Stock Fire Insurance companies for 41 years.  
Inspections and Underwriting Reports.

J. G. Hubbell,  
H. B. Chrissinger, } Managers

R. L. Thiele, Ass't Mgr.  
P. A. Pederson, Chief Inspector



## Sharp Auto Rate Increases Ordered in Texas May 1

AUSTIN—The Texas department has entered an order making sharp increases in automobile insurance rates effective May 1.

Collision premiums are increased about 40% on private passenger automobiles.

Group 1 rates for convertible and \$50 deductible was increased 15% with the values for groups 2, 3 and 4 redistributed at 95-90-85% of age group 1. This same procedure was followed for \$25 deductible and \$100 deductible except an increase of 20% in age group 1 was allowed.

The fire and theft minimum premium was increased from \$5 to \$6 and the comprehensive minimum from \$7.50 to \$10, which applies both to private passenger and commercial equipment.

The theft rate for private passenger cars was increased 25% with the fire rate remaining unchanged and the comprehensive rate adjusted to take care of the increase in the theft portion.

Public buses was the one class generally showing favorable experience. Liability rates for inter-city buses were reduced from 2.3% to 24.9%, and property damage rates for this class were reduced from 11.7 to 25% with the exception of the 21-30 passenger group which was increased 6.8%.

Fire rates applicable to commercial vehicles were reduced 25% and an increase made in the comprehensive loading. Collision premiums for intermediate and long haul commercial equipment jumped 30%. The liability rates applicable to commercial classes 3 and 4 were increased from 11.5% to 25%.

Taxicabs and public livery liability rates also came in for an increase of 25% for territories I and II and 50% for territories III and IV with collision rates being increased by small percentages.

Property damage premiums for private passenger cars were increased 25%.

At the public hearing preceding the entering of the order, Will C. Thompson, Dallas attorney representing Texas Automobile Insurance Service Office, declared Texas is starting at a point about equal to the bad record of 1941 and is going forward rapidly. He requested no change in B.I. but asked a 25% increase on P.D. for private passenger cars. He requested that the experience indications be followed on commercial cars, classes 3 and 4, ranging in increases from 11½% to 25% depending upon the experience in that particular territory.

Warren P. Castle, representing Lloyds Casualty Insurer, asked for a substantial increase in both B.I. and P.D. rates on taxicabs and buses.

Mr. Thompson submitted figures showing that for the last five months of 1945 auto accidents in Texas totaled 15,629, which was an increase of 208% over the average of the prior two years. Auto deaths were up 19.8% and injuries were 99% higher.

## Phoenix of Hartford Names Men in Illinois and Oklahoma

Charles W. DeHart has returned to Phoenix of Hartford as state agent in northern Illinois. He was in the same field before entering the navy four years ago.

Herbert S. Anderson is appointed special agent in Oklahoma with Oklahoma City headquarters. He was recently discharged from the army air corps after serving three years. He formerly traveled for Phoenix in Illinois and Wisconsin.

Your questions answered in the **Fire, Casualty & Surety Bulletin**. Write F. C. & S. Bulletin, 420 E. 4th St., Cincinnati 2, Ohio.

## Solicitor in Weekly Premium Field Has Limited Power

Decision was given for Agricultural by the Alabama supreme court under a policy covering household furnishings and fixtures which the assured claimed had been represented by the insurance solicitor as covering contents of a cafe located in the front part of the building.

The policy was sold and delivered to George W. Pearson by Alabama Fire Insurance Service which was operating on the industrial plan whereunder pre-

mium collections were made on a weekly or monthly basis. The solicitor in this case was a Mr. Wessinger whose whereabouts are now unknown. Alabama Fire Insurance Service did not write insurance on commercial properties but only on dwellings and household furnishings and personal effects. According to Pearson, Mr. Wessinger, told him that the insurance would cover the cafe fixtures. He said he signed without reading the application which was for a fire insurance policy to cover HHF and contents in a dwelling. The monthly premium was \$1.08 whereas

the rate for commercial fixtures was substantially higher than that.

The court found that there was no conduct on the part of the principal calculated to mislead the assured. There was nothing done by the principal that justified the assured in assuming that the agent had authority to solicit fire insurance on fixtures. The agent was not so clothed with apparent authority as to warrant the court in reforming the contract and putting the principal in a form of business not contemplated by it.



## THE LONG PULL IS SHORTER WHEN FRIENDS WORK TOGETHER

When your car settles down to observe the spring in two feet of mud, and a friend helps you out—then you know what we mean. It's the same in business. Don't you agree? Friendship smooths the road of progress and things get done fast and efficiently.

For 93 years, we've applied this simple formula to business. Agents, policyholders and company have gained extra benefits which would otherwise not have been possible. It all begins in the home office. Agents are kept free from unnecessary laborious detail by our simplified routine.

The agent with more time to think and plan ahead makes new friends and offers old friends greater service. For example... in line with changing conditions, he may suggest additional coverage whenever advisable. Clients appreciate this more personal service and the agent's position is strengthened in dollars and cents terms.

This illustration bears out our premise that "friendly folks get things done." If you're interested in becoming associated with a friendly, progressive company, why not get in touch with us now?

Every Type of Property Insurance for Industry and the Home.

**Agricultural**  
Insurance Company  
of Wisconsin, Inc.

**Empire State**  
Insurance Company  
of New York, Inc.





## Mo. High Court Hears Arguments in McKittrick Case

JEFFERSON CITY—The Missouri supreme court has under advisement the anti-trust quo warranto proceedings that were initiated by former Attorney General McKittrick against the stock fire companies.

In the arguments, Robert L. Hyder, assistant attorney general, charged that the companies had formed pools, manipulated their rates, refused to comply with orders of the superintendent call-

ing for reductions in rates and that several men through their interlocking memberships in various fire insurance associations controlled the rates in 18 middlewestern states including Missouri.

He asked the court to impose a fine of \$100,000 and to suspend the companies from doing business in Missouri until such time as they base their rates on "their own company experience" and not on agreements.

The principal defense of the companies on the charge that they had participated in bribery of Emmet O'Malley, former superintendent, and the late Thomas J. Pendergast, Democratic boss of Kansas City, through the late Charles R. Street, was made by David A. Murphy, Kansas City attor-

ney, who contended that Mr. Street had merely been authorized to make a satisfactory settlement of the litigation, after he advised insurance company heads in New York City and Hartford, that he could obtain a compromise.

The final arguments largely concerned the principal points made against the companies in the report made to the Missouri supreme court by its special master, John H. Windsor, in which he sustained McKittrick in several major particulars.

The six commissioners of the supreme court sat with the court during the arguments. This is an unusual procedure. The commissioners write opinions to appeals but do not have a vote on the disposition of cases. However, the Supreme Court justices will have available, if they desire, the views of these men.

## Protection Committee Holds Final Meeting

NEW YORK—The final meeting of the Insurance Committee for the Protection of American Industrial Plants was at the office of Home here and was followed by a luncheon in the officers' dining room.

Harold V. Smith, president of Home and chairman of the committee, recalled that "Early in 1941 when industrial production was stepped up toward top capacity, there was need for closer supervision of war plants and out of this need grew the committee. Later, as the word insurance was confusing to some government agencies, the Washington office operated as the National Bureau for Industrial Protection."

"The committee's work was undertaken solely to aid in a field in which we were peculiarly qualified to add to the strength of the war effort," he observed. "However, we should not fail to recognize in the success of the venture a public relations achievement of vast importance to all insurance companies of the country."

"The Washington office was in daily contact with many departments of the federal government, and there was spread among public officials a knowledge of the great resources of our business in the field of preventative and protective engineering. Through this medium there came a realization that insurance companies throughout the normal, routine course of their operations do far more to conserve life and property than is generally supposed."

The chairman offered thanks to C. W. Pierce, manager, and R. E. Wilson, associate manager, of the bureau, as well as members of their staff.

The committee presented Mr. Pierce, president of Factory Insurance Association, a silver coffee service, and Mr. Wilson, district manager of the inspection department of the Associated Factory Mutuals, a gold watch.

## Kern to Loss Post; Janco in Field; Neal Returns to Ohio

Fred W. Kern, special agent in Cook county, has been promoted to assistant loss superintendent of National Fire's western department, and Stephen P. Janco has been appointed Cook county special agent to succeed him.

Mr. Kern started in 1920 in the loss department of Continental and was later employed by Fred S. James & Co. in the loss department. He joined National Fire in 1923 in the loss department, where he remained until 1939 when he became special agent.

Mr. Janco served in the European theater of war two years. Before that he was an underwriter in the Cook county department of National.

Ronald J. Neal, after 2½ years in the navy, has resumed duties as special agent in Ohio for National Fire, with headquarters at Cincinnati. He was a lieutenant serving as radar flight instructor at bases in the United States and also on anti-submarine patrol in the Atlantic. He has completed a refresher course in the western department.

## Watching Time Element Contracts in Certain Fields

Some of the companies are watching a little more closely than usual time element policies, particularly use and occupancy, because of peculiarities in industry and business that have developed since the war.

In machine shops, for example, equipment is easy to replace. The government has huge quantities of war surpluses of this kind.

But in other fields where specialty machinery is used, the ability to replace equipment may be severely limited. For example, much of the machinery employed in knitting hosiery and weaving textiles, particularly in the older mills, was made in Germany and England. Few American companies are equipped to furnish such machinery. What American manufacturers of equipment there are have orders for five years ahead. If a knitting or textile plant burned out, the problem of getting back into production would be a real one.

Observers point out that there is plenty of nylon yarn available. It is hosiery-making equipment that is scarce. Much of the hosiery-making machinery was under German patents. Before the war new processes in hosiery knitting had been developed to give a higher sheen to the finished product, and much of the old type machinery was discarded. A lot of the old machinery now is being resurrected because of the demand for hosiery. If a plant so equipped burned out, it would take a long time to get it back in production.

There is by no means a general tightening up of underwriting on use and occupancy lines, but underwriters are alert to developments of this kind and are being careful.

## Hold Zone 2 Meeting at Charleston, W. Va., April 19

The spring meeting of Zone 2 of the National Association of Insurance Commissioners will be held at Charleston, W. Va., April 19-20. George A. Bowles of Virginia is chairman.

Various phases of legislation in reference to public law 15 will be discussed. Members of the all industry committee will be present to exchange views with the commissioners with respect to legislation. Harrington of Massachusetts and Dineen of New York, members of the committee on federal legislation of the N.A.I.C. and of its executive committee, will attend and participate in the discussions.

Commissioner Sims of West Virginia and Harlan Justice, his deputy, will be hosts. The governor of West Virginia will speak. Messrs. Harrington and Dineen are expected to address the West Virginia legislature, now in session.

Zone 2 includes District of Columbia, Virginia, West Virginia, North Carolina, South Carolina, Maryland, Delaware, Pennsylvania and Ohio.

The Columbus office of American is moving from 35 East Gay street to 1323 Huntington National bank. Philip L. Johnson is special agent.

**FACTUAL APPRAISALS**

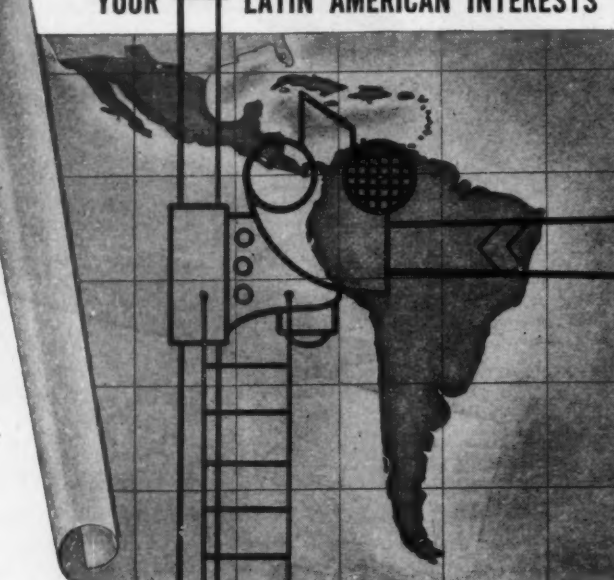
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CHICAGO 40

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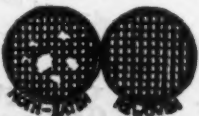
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## To Complete Philippine Insurance Rehabilitation Apr. 15; Gardner to Return

The job of re-establishing the insurance business in the Philippines will be completed about April 15. Leonard Gardner, who has been in charge since the departure of former Superintendent Pink of New York last September, will leave about mid-April for the United States, via Tokyo, Vladivostok, Moscow, Norway and Sweden. He plans to practice law in Washington, D. C. Mr. Gardner was counsel to Mr. Pink in the New York department and later returned to private law practice.

### Many Problems Encountered

When Mr. Pink left Manila early last September after two months in the Philippines he thought Mr. Gardner would be able to leave about Oct. 1. However, the job has taken considerably longer to complete, largely because the devastated condition of the city handicapped the work. Also there were problems resulting from the Japanese occupation. One of these is how to reorganize some companies that have assets in Japanese invasion currency, which the Americans call "Mickey Mouse" currency.

Mr. Gardner travels to and from his office in an army jeep. Other than that no transportation is available. Ruins are visible everywhere but there is something heroic, he observes, about the way the people have built homes and shacks with tin and other materials taken from the ruins, while maintaining a happy outlook in spite of all their difficulties.

## Wisconsin Field Groups to Meet June 18-20

The Wisconsin field groups have scheduled their annual meeting for the Lake Lawn Hotel, Lake Delavan, June 18-20. This will include meetings of the Wisconsin Blue Goose, Wisconsin State Fire Prevention Association, Wisconsin Fire Underwriters Association and Wisconsin Insurance Club, which is the organization of field men of Western Insurance Bureau companies. The Illinois Field Club will meet jointly with the latter group.

## STOCKS

By H. W. Cornelius, Bacon, Whipple & Co., 135 So. La Salle St., Chicago, March 25, 1946

	Par.	Div.	Bid	Asked
American Auto.	4	.80	32 1/2	35
Aetna Cas.	10	3.00	94	97
Aetna Fire	10	1.80*	58	60
Aetna Life	10	1.60*	54	56
Amer. Alliance	10	1.00*	23 1/2	25
Amer. Cas.	10	.60	11 1/2	12 1/2
Amer. Equitable	5	1.00	23 1/2	25
Amer. (N. J.)	2.50	.70*	21	22 1/2
Amer. Surety	25	2.50	74	76
Balt. Amer.	2.50	.30*	6 3/4	7
Boston	100	2.10*	73	75
Camden Fire	5	1.00	24	25 1/2
Contl. Cas.	10	2.00*	60	62
Cont. N. Y.	2.50	2.00*	57	58
Fidelity-Phen.	2.50	2.20*	64	66
Fire Assn.	10	2.50*	63	66
Firemen's (N. J.)	5	.50	16 1/2	17 1/2
Fireman's Fund	10	3.00	110	115
Franklin Fire	5	1.00	25	27
Glens Falls	5	1.85*	57 1/2	60
Globe & Repub.	5	.50	11 1/2	12 1/2
Gt. Amer. Fire	5	1.20*	34 1/2	36
Hanover Fire	10	1.20	31	32 1/2
Hartford Fire	10	2.50*	127	130
Home (N. Y.)	5	1.20	31 1/2	33
Ins. Co. of N. A.	10	3.00*	106 1/2	108
Maryland Cas.	1	.19	19	20 1/2
Mass. Bonding	12.50	4.00	99	103
Natl. Cas.	10	1.25*	29	31
Natl. Fire	10	2.00	67	69
Natl. Liberty	2	.30*	6 3/4	7 1/4
Natl. Un. Fire	20	5.00*	203	210
New Amst. Cas.	2	1.00	32 1/2	35
New Hamp.	10	1.90*	52 1/2	55
North River	2.50	1.00	26 1/2	28
Ohio Cas.	5	.80	35	36
Phoenix, Conn.	10	3.00*	95	99
Preferred Accl.	5	.80*	15	16
Prov. Wash.	10	1.40*	41	43
St. Paul F. & M.	12.50	2.00*	78	81
Security, Conn.	10	1.40	38	40
Sprgfield F. & M.	25	4.75*	131	135
Standard Accl.	10	1.45	37	39
Travelers	100	18.00	625	640
U. S. F. & G.	10	2.00*	50	52
U. S. Fire	4	2.00	59	61

\*Includes extras.

## Insurance Work of FWA Is on the Increase

WASHINGTON—Insurance work of the federal works agency has increased since the close of hostilities, says H. R. Northrup, chief of the FWA insurance division. It may increase still further with the renewal of a peacetime public works construction program, Mr. Northrup thinks.

Cost-plus-fixed-fee FWA contract work, such as marked the war period, has stopped, it is understood, which means the war projects joint rating in-

surance plan is no longer used by FWA. However, FWA requires bonds and customary forms of insurance on construction work. It also requires insurance for protection of FWA properties themselves. These include a multitude of facilities constructed during the war period under the so-called Lanham act in war industrial areas. Among these are water and power plants, schools, community centers, fire department buildings, recreation centers, etc.

Fire and extended coverage is required on such facilities. FWA is trying to dispose of them. When and while they are leased to local communities

FWA wants protection by insurance. If they are sold to the communities under a partial payment plan, FWA still wants protection until payment is completed. If the community will not lease or buy these facilities FWA tries disposing of them to private interests. In which case the same insurance principles apply, it is understood.

"Use and Occupancy Insurance" will be explained by C. R. Bock, regional manager Royal-Liverpool group, at the April 3 meeting of the Insurance Buyers association of Minnesota in Minneapolis.

# Preserved For Posterity

**CITY OF TERRE HAUTE  
INDIANA  
FIRE DEPARTMENT  
HEADQUARTERS  
28 SOUTH NINTH STREET**

February 3, 1946

The American District Telegraph  
Company of Indiana,  
201 Sycamore Building,  
Terre Haute, Indiana.

Gentlemen:

January 31, 1946 at 7:26 P.M. we responded to an alarm from your Aero Automatic Fire Alarm System in the Swope Art Gallery. On arrival, there was no indication, whatsoever, of fire in the building but your annunciator, located adjacent to the building entrance, showed fire on the third floor. After we entered the building we found the entire third floor full of smoke. Apparently a spark from a chimney on an adjacent building had lodged behind a window casing and set it afire. We have no way of knowing how long it took this fire to burn through the casing, but evidently your Aero System picked it up immediately.

The Swope building is a three-story and basement building, with the first floor a multiple occupancy, the Art Gallery occupying the second floor and the third floor vacant. The third floor has an open-joint ceiling and very little delay would have given us a fire of first class proportions. Destruction of the second floor alone would have caused a loss of well over \$300,000.

We were commended very highly by the owners of this property for holding the loss to a very small amount. This we attribute to the efficiency of your System which we recommend very highly.

Albert W. Rowe, Chief  
*Albert W. Rowe*  
Terre Haute Fire Department

## Chief Rowe lauds efficiency of Aero System in protecting \$300,000 Swope Art Collection

To avoid heavy fire and water damage in buildings housing objects of artistic and historical value, speed is a vital factor in the detection and reporting of fires. • The outstanding effectiveness of the Aero Automatic Fire System in protecting such buildings, as well as

other types of structures and occupancies, is attested by the above letter from Fire Chief Albert W. Rowe of Terre Haute, Indiana. • May we tell you how this and other A.D.T. Services can help solve your protection problems? Write for descriptive booklet.

## AERO AUTOMATIC FIRE DETECTING AND REPORTING SERVICE

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## CHICAGO

## GWINN AGENCY ENLARGES

Homer Gwinn & Co., Chicago class 1 agency, has taken additional space to accommodate two office brokers who have been added and to allow for continuing expansion of business. Clyde Bartholomew, brother of the late V. H. Bartholomew, manager of Standard Accident in Chicago, has resigned

as Illinois special agent of that company and gone with Mr. Gwinn as an office broker. Walter Klein, who was an underwriter for Standard Accident for a number of years and then during the war was in the coast guard, also has become associated with Gwinn & Co. as an office broker, operating as Klein Brothers. The Gwinn & Co. office now occupies 3,600 square feet of space. The main office has been completely sound conditioned.

Mr. Gwinn is observing his 42nd year

in the business and his agency March 17 had its 12th anniversary. It has grown to a staff of 34 employees. Mr. Gwinn started with the old firm of Fleetwood & Pellett, and had a number of important fire company connections before founding his agency in 1934.

## DISTAFF GROUP OFFERS \$25 BOND

The Insurance Distaff Executives Association of Chicago again this year has donated a \$25 defense bond to be awarded to the student attaining highest average in the insurance courses for the current year conducted by the Chicago committee on education which sponsors courses annually for the Insurance Institute.

## LAW FIRM CHANGE

The Chicago law firm of McKinney Folonie & Gear, which is counsel for the Western Underwriters Association and handles much other fire insurance legal work, has been reconstituted as McKinney, Folonie & Carlson. The change was brought about by the death of George H. Gear.

The principals are Hayes McKinney, Hendrik Folonie and C. Oscar Carlson. Also partners are John H. Smalley and Jeffrey Shedd, both of whom recently returned from the navy. William J. Klicka is also associated with the firm.

## FLESVIG JOINS WITH ANDERSON

Eric E. Flesvig, manager of the compensation and liability department of the Childs & Wood agency, Chicago, has resigned to become associated with G. H. Anderson there in corporation and general insurance as a broker. Mr. Anderson is one of the more successful Chicago brokers who for many years has specialized in corporation insurance, handling large industrial risks, and is associated with the Cook county office of Hartford Fire.

Mr. Flesvig has been in the insurance business for 25 years, starting in the liability record department of Continental Casualty. He went with Childs & Wood in 1924 and has been connected with its liability and compensation department ever since and the manager for 10 years. Before entering the insurance business he studied commercial law in the evening course at Northwestern University. He is past secretary and past president of the Casualty Underwriters Association of Chicago.

Mr. Anderson before entering the insurance business was a field man for Illinois Manufacturers Association, handling tax and legislative work. Then he took a field post with the old Illinois Manufacturers Mutual Casualty. Subsequently for 12 years he was connected with Fred S. James & Co. in Chicago as an office broker before becoming associated with Hartford. He is a past vice-president and director of the Insurance Brokers Association of Illinois and former chairman of its compensation and occupational disease committee.

## AERO CHICAGO OFFICE TO MOVE

Aero on May 1 will move their offices in the Insurance Exchange building, Chicago, to larger quarters in that building. The move will increase space about one-third and consolidate the offices to a central location. They now have a small office on the 15th floor which will be vacated and included in the new setup. G. D. Holcomb is the western department manager.

## STONE UNION LEAGUE SPEAKER

E. C. Stone, U. S. manager of Employers Liability, will be the speaker April 17 at the meeting of the insurance membership group of the Union League Club of Chicago. "What of the Night" is his topic. C. M. Cartwright, editor of THE NATIONAL UNDERWRITER, who has been master of ceremonies at these monthly meetings, hopes to be able to preside at this one. He is recovering at his home from a severe illness. Mr. Stone has pronounced views on the legislation that should be enacted to accommodate insurance rate regulation to public law 15 and he has been drawing large audiences throughout the country for his addresses on the subject.

## NEW YORK

## SQUARE CLUB ELECTS

At its annual meeting, the Insurance Square Club of New York elected Leighton E. Halsey, Phoenix of Hartford, president; Alfred S. Diederich, Chubb & Son, first vice-president; William Keller, Jr., Fidelity & Guaranty Fire, second vice-president; George W. Graham, Hartford Fire, treasurer, and James S. Russell, Whitehill agency, secretary. Mr. Graham and Mr. Russell were re-elected.

Directors include Emil E. Eitel, Preferred Accident; Robert A. Bishop, F. F. Richardson & Son; Alfred Stumpe, New York Fire Insurance Exchange; William Penn, Home; Albert L. Gubler, Fireman's Fund, and Peter H. Mahland, Agricultural.

## JONES &amp; WHITLOCK CHANGES

G. Cameron Lehmuth has been elected assistant secretary of Jones & Whitlock. Percival Bridson has been named manager of the fire department.

Mr. Lehmuth has been in the inland marine agency department for one year. He was formerly with Deans & Homer, Pacific Coast general agents and with Travelers and North America as an inland marine special agent.

Mr. Bridson had been fire department manager for Crehere & Richardson and was formerly special agent for American of Newark and Fidelity-Phoenix Fire.

## COMPANIES

## Royal-Liverpool Names Two Regional Managers

C. E. Whitehead and James M. Hall have been transferred from the field to act as regional managers of the production department of the Royal-Liverpool group in New York. H. T. Lewis has been appointed executive regional manager to be associated with Assistant United States Manager J. L. Erhardt in the eastern department.

Mr. Whitehead joined the group as a field man in New York in 1925 and in 1940 was appointed regional manager in Pennsylvania. He will be succeeded by John Roy in Pennsylvania.

Mr. Hall first joined the organization in West Virginia in 1920 and later became regional manager for West Virginia, Maryland, Delaware and the District of Columbia. He will be succeeded by Charles Peksa.

Mr. Lewis became identified with the group in 1925 and has been associated with the New York office since 1930. In 1939 he was appointed superintendent of the special service department, and in 1945 the sprinkler leakage and foreign brokerage department. He will be succeeded by Robert C. Hamilton.

George Keck, recently released by the army, will be superintendent of the general cover department, succeeding J. C. Qualmann, recently promoted to manager of the brokerage, special service and general cover departments.

## Baker Elected V.-P. of Fire Assn., Riches Promoted

Fire Association group has promoted John L. Baker, secretary and general counsel, to vice-president. Austin Riches was elected assistant secretary.

A graduate of Miami University, Mr. Baker has been connected with the insurance business since 1910, either as practicing attorney or company official. In 1934 he joined Fire Association group, becoming secretary and counsel in 1943.

Mr. Riches' entire insurance career has been with Fire Association, which he

Bernard T. Clarke has been transferred to Ottawa as resident inspector of the British America-Western group.

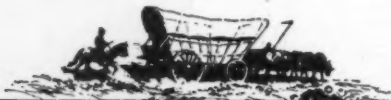
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### TELL THEM—

1. To determine today's value of their dwelling or building.
2. To compare this with the amount of insurance they now carry.
3. To get in touch with you if there is a material difference between the two.

A new Springfield Group folder with business reply card will help you to get prompt action.



## THE SPRINGFIELD GROUP

W. B. CRUTTENDEN, President

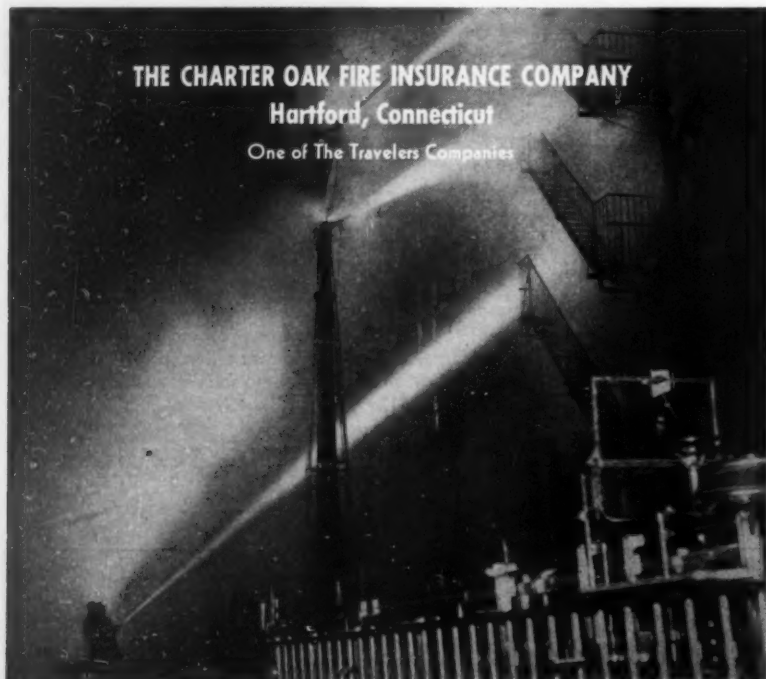
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CONSTITUTION DEPARTMENT	SPRINGFIELD, MASS.
SENTINEL FIRE INSURANCE COMPANY	SPRINGFIELD, MASS.
MICHIGAN FIRE & MARINE INSURANCE COMPANY	DETROIT, MICH.
NEW ENGLAND FIRE INSURANCE COMPANY	SPRINGFIELD, MASS.

## OF FIRE INSURANCE COMPANIES

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joined in 1926. He has been in the field in Pennsylvania and New Jersey. He will assume his duties as divisional officer in the eastern department at the head office April 15.

Raymond G. Shepard has been appointed special agent to succeed Mr. Riches, with whom he has been affiliated for several years. Mr. Shepard has been with the companies since 1941.

### Atlantic City Fire Quits

Atlantic City Fire of Atlantic City has reinsured its insurance liabilities in Royal and is withdrawing from the insurance business. It will either be continued as an investment company or

will be dissolved. At Dec. 31, 1944, assets were \$476,222, premium reserve \$27,347, surplus to policyholders \$431,961, premiums written \$22,055, losses including adjustment expenses \$33,370, dividends paid \$4,000, expenses \$26,960.

### Southern Fire Doubles Capital

The capital of Southern Fire of Durham, N. C., member of the Crum & Forster group, has been increased from \$250,000 to \$500,000 by payment of a 100% stock dividend.

Planet has been licensed in Oklahoma, with the F. Wiley Ball Co. of Oklahoma City, as state agent.

Van B. Higbee, Kansas farm special agent of Hartford.

### Indiana Blue Goose Vets Given Welcome Party

The Indiana Blue Goose welcomed 20 returned veterans at a party attended by 100. Don G. Kaga, Secured Fire & Marine, most loyal gander, presided and called the roll of the honored guests. Mr. Kaga spoke in high appreciation of service performed by these members.

J. Ray Hall, American States, grand keeper, extended greetings on behalf of the grand nest. While the Indiana pond had 41 in the services, he expressed gratitude that none died.

V. M. Armstrong, attorney and a member of the pond, paid an eloquent tribute to these members. Mr. Armstrong is a past commander of the Indiana department of the American Legion and a former national vice-commander. He sounded warning that there are strong forces, well financed, that are trying to get a foothold with our returning veterans for the purpose of greatly damaging our national unity. While the insurance business deals with the hazards of the elements, its chief threat is from "men," he said. He urged that all present take an earnest and active part in combating the evil designs that are being nurtured against our present form of government. "You gave your service, now do not let anyone own you," he warned.

On behalf of the Indiana pond, Thos.

W. Fletcher, Employers Fire, presented Walter H. Polsz of the same company, retiring supervisor, a table radio.

### Union City Inspection

At Union City, Ind., 20 members of the Indiana Fire Prevention Association assisted by six from Ohio last week inspected 151 buildings and made 426 recommendations.

After the inspection, a dinner was addressed by Emmett T. Cox of the Western Actuarial Bureau. Nearly 100 business men attended the program, which was sponsored by the local agents, Kiwanis, Rotary and Chamber of Commerce.

### Old Timers Night in L. A.

LOS ANGELES—The California Blue Goose held an "old timers" night at its March meeting. The program was put on by members of long stand-

The Field Club of West Virginia will meet in Parkersburg April 4. George Traver of the National Board will speak on "Public Relations."

City Solicitor David J. Reedy, Jr., was the speaker at the monthly meeting of the Anthracite Field Club in Scranton. He discussed the local tax situation.

Harold Watson, Milwaukee, state agent for Security of Connecticut and chairman of the Wisconsin Insurance Forum, addressed the Cosmopolitan Club of Milwaukee on "The Big Servant."

## Three Hartford Men Return to Company

Dale K. Bowen, with Hartford since 1930 as special agent in Oklahoma and northwestern Ohio prior to going into the armed service in 1943, has been discharged and will assist Special Agent William H. Strossman in eastern Kentucky, with headquarters at Lexington.

George H. Fittell, with Hartford only a few months after graduating from Kansas State college in a course in flour milling administration before he went into the armed service, has been discharged. He will go into the field as an inspector in the mill and elevator department of Hartford in Illinois and Wisconsin.

George B. Rowe, with Hartford since 1926 and who spent several years developing brokerage business in Chicago prior to entering the armed service, has been discharged and has been assigned to special agency work in St. Louis.

## Home Has Changes in Ill., Ind., Ia.

Home has made several field changes in the midwest.

G. M. Amory has been appointed special agent at Detroit. He studied at Illinois Institute majoring in fire protection engineering. After a year with Fred S. James & Co., Chicago, he spent three years with the Iowa Service Bureau. He recently was discharged as a captain after 4½ years in the army.

James W. Hutchison has resumed his post as special agent in Illinois. He joined the Illinois state agency in 1938, enlisted in the navy in 1943, and recently was discharged as a lieutenant (j.g.).

Lee W. Roland has been reappointed to the Iowa field as special agent. He joined the Iowa field staff in 1936. Recently he was discharged from the army. Special Agent E. H. Johnson of Home in Indiana is being placed on the reserve list after 27 years of service, all of it in that field.

Carl W. Swazee, special agent in Indiana since 1942, has resigned to enter the Wisconsin resort business. He was four years with Hardware Dealers Mutual before joining Home.

## N. Y. Blue Goose Turns Out in Force on Visit of Grand Custodian Beauvais

NEW YORK—An address by E. J. Beauvais of Montreal, grand custodian, the obligation of most of the 90 goslings elected since the annual meeting last June, and the presence of a number of members who have returned from the armed services marked the meeting of the New York City Blue Goose. There were 171 on hand, including a sizable delegation from Penn Pond, Philadelphia.

Grand Supervisor George Edmondson, Tampa general agent, spoke briefly. His

son, George, Jr., was with him.

Mr. Beauvais made a very fine, serious and sincere talk on the principles and ideals of Blue Goose, saying that they are not impossible of attainment and should be earnestly striven for. In expressing appreciation of Mr. Beauvais' talk, Most Loyal Grand Gander P. M. Winchester, general manager eastern department Fire Companies Adjustment Bureau, paid tribute to the serious vein of the speaker's message, saying that too often Blue Goose is thought of as an organization for having, a good time whereas it would do everyone good to take to heart the sentiments expressed by the grand custodian. Mr. Winchester presented a gift to Mr. Beauvais on behalf of the Pond.

The following were elected to membership at the meeting: R. M. Blake, Automobile Adjustment Bureau; H. S. de Camp, Fire Companies Adjustment Bureau, Asbury Park, N. J.; Max Dermansky, appraiser; Irving Frielich, appraiser; H. D. Gubner, Jr., marine special agent of Home; F. G. Haas, F.C.A.B.; Walter Hubold, adjuster Firemen's; E. E. Lawton, automobile adjuster, F.C.A.B.; M. W. Lemberg, adjuster Fireman's Fund; B. A. Pevo, F.C.A.B.; Ted Reinitz, F.C.A.B., Asbury Park; E. R. Rosa, adjuster Commercial Union; A. E. Sale, supervising adjuster Firemen's, New York City; H. J. Sammel, assistant manager National Liberty, Newark; S. V. Ullrich, special agent of Home, Newark, and W. D. Venable, F.C.A.B., Newark.

## C. A. Houston Retires; Aetna Revamps Southern Ill. Field

The western department of Aetna Fire has promoted W. R. Sickafus to state agent for southern Illinois, succeeding Charles A. Houston, who has been transferred to the reserve force because of impaired health. Mr. Sickafus has served as special agent in central Illinois for a number of years and temporarily will continue his headquarters at Springfield.

Wayne S. Sinclair has been appointed as special agent to succeed Mr. Sickafus. Before entering service in 1941, Mr. Sinclair served in various desks in the western department. He was recently discharged after seeing service in both the Pacific and European theaters with the rank of lieutenant.

## Reed Kan. State Agent of Three Hartford Companies

Fred Reed, Jr., has been named Kansas state agent of Northwestern F. & M., Citizens and Twin City, filling the vacancy caused by the sudden death of George Landers several weeks ago. Mr. Reed, a son of the late Fred Reed, who was Kansas state agent of Hartford Fire for many years and later with the Wheeler, Kelly, Hagney agency at Wichita, saw service with the Army air corps in the European theater and north Africa. Before the war he was for several months with the Hartford in Chicago and for a time was assistant to

Chartered 1842



# 3

## Facilities

The diversified facilities of the Atlantic market, steadily increasing in geographical extent, include marine, fire, inland marine, automobile, burglary, workmen's compensation, general liability and allied lines. Centennial Insurance Company (a wholly owned stock subsidiary) and Atlantic Mutual Indemnity Company (a profit-participating affiliate) issue their own policies. The seal below identifies combination policies jointly issued by Atlantic Mutual Insurance Company and Atlantic Mutual Indemnity Company. Complete information on request.



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ing. Twenty-five year pins were presented to E. N. Van Ness, Victor Montgomery, general agency; Harvey L. Kenney, Eby & Co., and Harry Sherman, local agent in Glendale.

#### Trefz Northern State Agent

Charles H. Trefz has been appointed state agent for Ohio and West Virginia for Northern of New York to succeed Nay Cochrane, resigned.

Prior to entering the army, Mr. Trefz was state agent in Michigan for Standard of New York, and had been western Pennsylvania and West Virginia field man and an underwriter in the home office of that company.

Northern field men for Ohio and West Virginia are now operating out of Columbus instead of Cincinnati.

#### Ward Returns to Conn. Fire

John H. Ward returned from the army to Connecticut Fire and has been named special agent in southern New Jersey, eastern Pennsylvania, Maryland and the District of Columbia. He formerly was assigned to the New York state field.

Frank W. Marsh, state agent, who has handled this job during the war, will continue to supervise inland marine for Phoenix-Connecticut group in the Philadelphia area until another veteran returns to relieve him, at which time he will be transferred to an executive assignment at Hartford.

#### Richard L. A. Special Agent

Robert L. Richard, who has been a lieutenant (j.g.) in the navy, has joined Travelers Fire in Los Angeles as a special agent. He went with Travelers at the home office in 1939, shortly after his graduation from Brown University.

#### Plan Two Ohio Inspections

The Fire Prevention Association of Ohio will inspect Delphos, April 9 and Wilmington April 25. George M. Giles,

Springfield F. & M., is making the arrangements at Wilmington and M. E. Duly is local chairman.

#### Housing Shortage Creates Problem in Field Shifts

Although the fire insurers are not concerned about increasing property values as respects underwriting and are actually promoting higher insurance to value, the countrywide housing shortage is a real problem when it comes to transferring field men.

Most companies today are rebuilding their field staffs and making an unusually large number of changes. They are preparing for the future of the next five or 10 years. Men are coming back from service, promised promotions or shifts are being made, and so on.

The chief problem is to get the man settled in his new locality sufficiently so that he can spend his time on his work. One department manager a year ago transferred a field man to Harrisburg, Pa., and he has found no permanent place to live yet. Seven months ago he transferred another to St. Louis. The man has lived in a hotel since. His family had to stay on in their former home.

Every man in charge of a field staff has similar tales to tell. Yet in spite of the difficulties, field men are being shifted. The only satisfactory way seems to be to plop the man down into the situation and let him find a place to live as he goes along. In this way he can at least get on the job. Business can go on, and eventually he will find quarters.

#### Three Special Agents Named by N. Y. Underwriters

Three special agency changes have been made by the Pacific Coast department of New York Underwriters in San Francisco.

Melvin Johnson has resumed his post as special agent in Oregon after hav-

ing served for 3½ years in the armed services in the United States and Europe. In his absence, his duties were discharged by Paul F. Harrington, special agent, Seattle.

Mr. Johnson is in the San Francisco office reacquainting himself with the territory and will resume active duties in about six weeks. At present he has headquarters in 324 S.W. Stark street, Portland.

V. G. Watts has been appointed as special agent in the Los Angeles territory. Special Agent James will continue to supervise the metropolitan area of Los Angeles.

Mr. Watts has had several years' experience with the Illinois and Indiana Inspection Bureaus. He also is in the San Francisco office reviewing affairs in the territory. For the time being he has headquarters in the Los Angeles office, Fidelity building.

A. F. Tomlinson returns from the army to become special agent. After graduating from University of California he entered the employ of another insurance company at Los Angeles, and then enlisted in the army, serving five years in this country and Europe. He recently was discharged with the rank of captain.

Mr. Tomlinson succeeds to the duties of A. H. Bonstin, who has been promoted to loss superintendent for the department, and in the San Francisco office acquainting himself with matters affecting the territory.

#### Wisconsin Blue Goose Welcomes Returned Veterans

MILWAUKEE—Members of Wisconsin Blue Goose who have returned from military service to resume their civilian duties were honored at a luncheon. Walter Sukow, Travelers Fire, most loyal gander, introduced each veteran, who responded with a brief description of his military career.

The following guests were honored: Walter Johnson, Racine, and F. E. Crosby, Milwaukee, Western Adjustment; Robert Hafner, Phoenix of Hartford; Clarence A. Boe, Travelers Fire; Joseph Olson, Liverpool & London & Globe; Harold Martin, Scottish Union; Carl Sachs, Jr., National; William Berry, Continental; Harold Lacy, Home; W. E. Reeder, Crum & Forster; John Birmingham, Home; R. P. White, Hanover; John Parsons, North British & Mercantile, and John Hann, Commercial Union. In addition to the 14 named, another eight who have also returned were unable to be present.

#### Finds Federal Supervision Moral in Postoffice Pens

NEWARK—Underinsurance is the most pressing problem of today and the insured who has an underinsured loss doesn't blame just the agent or the company but the entire insurance industry, J. N. Cosgrove, editor "American Agency Bulletin," told the New Jersey Field Club. He emphasized the part that field men can play in company-agency relations. Referring to the danger of federal supervision, he said if you want an idea of what federal regulation would mean go into a postoffice and use one of the pens.

Harry Kohler, America Fore, club president, presided.

#### American Names Roy W. Carlstrom in Minnesota

American has appointed Roy W. Carlstrom to take over its eastern Minnesota field with headquarters in the Northwestern Bank building, Minneapolis.

Mr. Carlstrom graduated from Armour Institute in fire protection engineering, after which he spent four years with the Indiana Inspection Bureau. In 1937 he joined American in Wisconsin, leaving five years later to enter the armed service. For two years he served the army as safety and fire protection engineer in connection with ordnance

plants. He then entered the navy as a lieutenant, where he had further experience along the lines of safety and fire prevention.

Mr. Carlstrom returned to the Rockford office several weeks ago, and has been undergoing a refresher course.

#### Wesley with Phoenix in Kan.

C. Milton Wesley, captain in the army air transport command during the war, has been appointed special agent of Phoenix of Hartford in Kansas, assisting State Agent George L. Hampton at Wichita. Before the war, Mr. Wesley, a brother of Ralph P. Wesley, manager of the Service Agency at Hutchinson, Kan., was special agent of the Garrett general agency of Kansas City at Tulsa.

#### Wicks to Glens Falls Field Post

Glens Falls has appointed A. Breese Wicks as special agent for Maryland, Delaware and District of Columbia, with headquarters at Baltimore. Mr. Wicks was first employed in 1928, serving in various capacities until his entry into the army in 1942. He was discharged last fall with the rank of technical sergeant. He was entered in the company training program for returned veterans.

#### Seattle Pond Meetings

The Seattle Blue Goose is planning a series of three meetings within the next few weeks. Arthur B. Langlie, former governor of Washington, recently released from the navy, will speak Friday on "National and International Trends." He recently re-established his law practice in Seattle.

The pond will have a noon business meeting April 8. Tacoma members will be hosts at a dinner there April 12, preceded by a refreshment hour.

#### Ill. Pond Luncheons Popular

The Monday luncheon get-togethers of the Illinois Blue Goose, which were resumed three weeks ago at a new location, the Snack Shop, 209 West Jackson boulevard, Chicago, are proving very popular. For the third successive week the attendance has been more than 20. One of those on hand this week was Royal Buckman, retired Royal field man, who has just returned from a southern winter.

#### Dreyer to Seattle Post

Ralph H. Dreyer, who traveled several of the important fields for Great American on the coast before entering the navy, has been reappointed special agent and will work as an associate of Special Agent W. H. Maloy of Seattle.

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## INSURANCE APPRAISAL ENGINEER

Large national distributor has opening in Insurance Department for an experienced Insurance Appraisal Engineer. Must be familiar with Marshall & Stevens Valuation Service and be qualified to handle appraisal of plants and buildings throughout the country. Salary is open and will be higher than the going rate. Prefer man under 45 with broad practical experience. Position is permanent and offers attractive opportunity to man with superior qualifications. Reply in confidence, giving age, education, and full details of experience. Write Box F-28, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.



# POINTERS FOR LOCAL AGENTS

## List Some Questions and Answers on Reporting Forms

Fire Association group has recently gotten out a booklet listing questions and answers on reporting forms of fire insurance. It contains 15 questions and answers which, it is noted, cover the attitude of the Fire Association companies and not necessarily the unqualified attitude of all insurers.

Some of the questions and answers from the booklet are as follows:

**Q. What are the advantages of a reporting form?**

**A.** The principal advantage is that the amount of insurance follows the fluctuating value of the property insured, so that there is never costly over- or under-insurance. The final adjusted premium is based on actual values as reported and provides the greatest possible economy. Other advantages are automatic coverage at new locations, rate benefit of co-insurance without a coinsurance clause and a regular monthly review on the insured's requirements.

**Q. Is the keeping of a physical inventory essential to comply with the conditions of a reporting form?**

**A. No.** Ability to report monthly an adequate value is all that is required.

**Q. Will the insured be penalized in the event of loss if, after proper filing of monthly report, an unforeseen increase in inventory produces a value in excess of the limit of liability stated in the policy?**

**A. Not unless the loss exceeds the limit of liability.**

**Q. Does the writing of a reporting form require all the insurance to be placed through one agency?**

**A. No.** The reporting form may be divided among two or more agents, or for convenience in filing only one monthly report, the reporting form may be written by one agent and specific insurance, not in excess of the insured's minimum value, may be written and spread as desired.

**Q. Can loss adjustments be made controversial or complicated by reason of the conflict between the reporting form with its excess clause and any specific insurance carried?**

**A.** Both the specific insurance and the excess, or reporting form, usually contribute to the payment of loss, but because of the basic difference in the nature of the two coverages, it is necessary that the loss under each be adjusted separately, which is the reason for the excess clause in the reporting form.

**Q. How is a satisfactory limit of liability determined?**

**A.** The highest value for the previous 12 months should be adjusted upward or downward to compensate for fluctuations in quantity or price in accordance with the insured's estimate for the ensuing 12 months. The ultimate cost to the insured is unaffected by the limit, which should always be kept sufficiently high so there will be no possibility of inadequate coverage.

**Q. Why cannot machinery be insured with stock in a manufacturing plant?**

**A.** Reporting forms were designed to cover property commonly subject to fluctuation in total value. A reporting form offers little advantage on machinery, where there would normally be little fluctuation in value.

**Q. Why is a sizable minimum premium charged?**

**A.** A minimum premium is required to

offset the cost of the detail involved in handling reporting forms.

**Q. What is the difference between Form "1" and Form "A"?**

**A.** Form 1 is designed primarily for the larger enterprise, having a minimum of five locations, and requires a minimum retained premium of \$300. Form "A" is designed primarily for the small business concern having less than five locations, and requires a minimum retained premium of \$100.

**Q. Are the standard forms mandatory, or is modification permitted?**

**A.** Not all conditions are mandatory. The forms are designed for larger risks where special conditions are frequently encountered and may require occasional amendment or modification. This is possible in a standard form if the need can be demonstrated.

## Chicago Board Develops Game to Point Out Need for Insurance to Value

The Chicago Board of Underwriters has gotten out a clever pamphlet for distribution to assured to determine actual values of household goods and personal property. It is made up in the form of a game called "Whiz Quiz" and incorporates a number of little charts for each room of the house, garage and basement, and for furs, fine arts, jewelry and clothing. Each chart is divided into four columns, one listing the articles in the room, the second calling for the number, the third for estimated value and the last for actual value. Superimposed on each chart is a lightly colored diagram of the room or articles described, giving additional interest.

It was designed by W. W. Hamilton,



"GUESS WHO!"

manager, W. W. Krom, assistant manager, E. D. Cunningham, advertising counsel, of the Chicago Board.

In a letter describing it to agents, a recommended procedure is outlined:

1. Mail a copy with a note to five policyholders each day; phone the same people two days later to check results; and a week later phone those who have not completed.

2. Follow the same procedure with prospects.

3. Make a personal call on policyholders, suggesting need for more coverage and prove it by completing the pamphlet.

Test checks of the scheme have proved that it is effective in calling attention to underinsurance and rise in values.

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## EDITORIAL COMMENT

### Family Needs Closer Ties

It is unfortunate that the various classes of insurance are not more closely united and better acquainted with one another. For instance life insurance seems almost another business to the fire, casualty and ocean marine underwriter. It is true that fire and casualty people have become more closely associated because in many cases the two classes are written in the same organization. Then fire and casualty folks have known inland marine insurance rather intimately but most of them have no direct connection with ocean marine.

It would be a great assistance in these changing times if the different branches were more closely joined, at least knowing something of the problems, the background, the processes and the motives of the other. Fire insurance is almost a foreign tongue to life insurance. If a person has the privilege of becoming acquainted with the leaders in these various branches he is impressed with the ability, capacity, conscientiousness and progressive thought of the different veins in the various classes. The men who are guiding the destinies of insurance are unusually equipped. They desire at all times to do the right thing in the right way. They are responsive to public demand.

Insurance has accomplished much. It has been a builder and a great constructive force in the protection which it affords.

In some of the recent conferences of the insurance commissioners and those in the insurance business it was seen that there were animosities that had grown up. This was entirely due to the fact that one branch of insurance did not know as it might or should the others. It had become a unit, a cubicle in itself.

We need very much the broadening thought that would come from at least a working knowledge of the various classes of insurance. We might not be conversant with the technical features but we should know the structure, the processes and the accomplishments of the various kinds of protection. Such knowledge would give those in the business a greater pride in what they are doing. They would see not only that they are all contributors to the public welfare and have taken much of the risk out of life. People could not continue to work if at all times the fear of calamity and great loss occupied an uppermost position in their minds. With insurance protection both life and property are made safe from a devastating calamity. One can go ahead with their affairs, experiment, branch out when they know they have a cushion in case of a loss.

Notwithstanding the jolt that insurance received through the S.E.U.A. case and the U. S. Supreme Court commerce decision it has righted itself in wonderful shape and is on the forward march toward greater and nobler achievements. The organizations of insurance will now be far more self governing than they have been in the past. The financial stability of insurance companies has not been questioned at all. There has been no fear whatever in that direction.

### Insurance More Self-Governing

Already those organization leaders that are farseeing and have a prophetic eye declare that the public is being served more effectively than ever before. There will be a call for insurance associations to follow new paths and establish new courses whereby they can become service giving in a day that they have not before. Leaders in the organized life of the business are giving much thought to what can be done to do a better job and give to the public a more extended and richer service.

That is the course that is followed for the most part by companies and yet there is a certain amount of objection to this procedure. It may mean that the thought, opinion and action of the enterprise are too monotonous. They belong to the same category. They follow the same pattern. The policy has been laid down in years gone by and it continues

### Getting in New Blood

There is always some difference of opinion with executives as to the best plan to follow in filling up important gaps in administrative work. This is known as getting key men. There is much virtue in promotion in a firm's own ranks. It gives ambition and determination to the men all along down the line.

That is the course that is followed for the most part by companies and yet there is a certain amount of objection to this procedure. It may mean that the thought, opinion and action of the enterprise are too monotonous. They belong to the same category. They follow the same pattern. The policy has been laid down in years gone by and it continues

without very much variation. Naturally when men are advanced they should have the ability, resourcefulness and courage to inject new ideas and not allow a company to reflect one color.

Therefore at times a company may deem it very desirable to get someone from the outside in order to give a fresh viewpoint. This sometimes is the wisest

course to pursue. Where a company has gotten to treading the beaten path too long and becomes too inbred then there should be someone who has the courage to strike out and acquire new leadership. After all the action must rest on conditions but directors should have sufficient courage to bring in new blood when it seems highly desirable.

## PERSONAL SIDE OF THE BUSINESS

**John L. Clarkson** of the Bartholomay, Clarkson agency, Chicago, has been appointed as vice-chairman of the Chicago Community Fund drive to be conducted this fall.

**Peter J. Berry**, president of Security of New Haven, will speak at the annual sales congress of the Connecticut State Association of Life Underwriters April 18 at New Haven.

**R. S. Charlton** of the Charlton agency, Lawrence, Kan., son of Glenn E. Charlton, who recently returned to the agency after his discharge from service, was married to Betty Jo Canning, who had previously been associated with insurance offices in Topeka and Hutchinson. Mr. Charlton is president of the Lawrence Insurance Board and chairman of the short course to be held by the Kansas Association of Insurance Agents, June 25-27 at the University of Kansas in Lawrence.

**Celeste Holm**, daughter of Theodore Holm of Toplis & Harding, was married in New York City to A. Schuyler Denning of American Airlines. Miss Holm, a musical comedy star, was in "Oklahoma" and "Bloomer Girl."

**Andrew E. Schuttenhelm**, chief accountant of the Phoenix-Connecticut group, one of the oldest men in age and seniority still actively engaged in the fire insurance business, completed 65 consecutive years of service with that organization March 23. He was born Oct. 5, 1865, and joined Phoenix-Connecticut group in 1881 as a junior clerk in the Cincinnati office. In 1913 he was transferred to the home office.

While now recovering from an illness which has kept him away from the office for the last two weeks, Mr. Schuttenhelm in his entire business career has compiled a remarkable record, being absent much less than the average number of days for sickness.

**H. C. Pitot**, vice-president and superintendent of agencies of Virginia Fire & Marine, is on his way back to Richmond after a trip to New York, Boston, Chicago, Indianapolis and Cincinnati.

**A. H. Green**, Cook county manager of Atlas, is now able to get down to the office after having been laid up for about eight weeks with phlebitis.

**W. Owen Wilson**, prominent local agent of Richmond and former president of the National Association of Insurance Agents, has been vacationing at his usual winter spot at Lake Worth, Fla.

**Maj. Orson E. Yeager, Jr.**, president and treasurer of Yeager & Co., Buffalo, has received the army commendation ribbon for outstanding achievements as deputy for personnel. He was called to active duty with the army air forces in 1942.

**Harry B. Brown**, Kansas state agent of Northwestern National at Wichita, and Mrs. Brown are elated upon the arrival of their first granddaughter, born to their daughter Anita and her husband Lt. Thomas L. Croft of the Navy at St. Louis.

**Roy E. Eblen**, president of Central States Fire, was in Wichita for a directors meeting of that company and to see his new grandson. The father, Roy, Jr., is a professor at the institute of logopedics of Wichita University.

**Wellington (Buke) Potter**, well known Rochester, N. Y., agent, grabbed a \$100 bond by submitting a musical question which the "Information Please" experts were unable to answer this week.

At the annual field men's conference of the central department of North British at Columbus, O., last week, a wrist watch was presented to Secretary **H. V. Tisdale** in recognition of his 25th anniversary with the group. The presentation was made by John G. Galloway, Kentucky state agent.

## DEATHS

### T. J. Cullen Dies After 20 Years with N. Y. Department

Thomas J. Cullen, first deputy superintendent of the New York department, died at his home in Albany March 20 following a long illness.

Mr. Cullen was born Jan. 1, 1901, at Troy, N. Y. He was graduated from the Albany law school in 1926 and was admitted to the bar shortly thereafter.

Mr. Cullen served for nearly 20 years in the New York department, having risen from the ranks to the position of first deputy superintendent. He joined the department in 1927, when he was appointed assistant registrar. In 1928 he succeeded John S. Andrews as registrar and was placed in charge of the policy bureau.

In 1930, he was appointed executive assistant by Superintendent Conway. The following year he was appointed deputy superintendent. In 1935, he was appointed first deputy superintendent.

#### Acted as Superintendent

Following the resignation of Superintendent Louis H. Pink, Mr. Cullen served as acting superintendent from Feb. 1, to Sept. 23, 1943, carrying on the administration of the department until the appointment of Superintendent Dineen.

Mr. Cullen was conversant with the

## THE NATIONAL UNDERWRITER

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many problems in the field of insurance supervision, not only in New York but country-wide. He had a wide acquaintanceship with insurance officials in the other states and people in the insurance industry generally.

He was responsible for many important policies which were formulated during his years of service. The superintendents under whom he served as first deputy relied very heavily on his judgment and knowledge of the insurance law and of the supervisory functions administered by the department. He was regarded as a worthy successor to the late Henry Appleton, who served with distinction as first deputy for many years. Mr. Cullen was deputy in charge of the Albany office and, in addition, had supervision of life insurance companies. In 1940, when there was considerable agitation for compulsory automobile insurance, he participated in drafting the alternative plan which was enacted in 1941, the New York financial responsibility law. He was instrumental in bringing about the recodification of the New York insurance law in 1940, and made many valuable contributions to that undertaking.

#### Worked With Commissioners

In connection with his work, he was very active in the councils of the National Association of Insurance Commissioners and served on important committees. Following the decision of the United States Supreme Court in the Southeastern Underwriters Association case, he devoted much time and effort to assisting the committee on federal legislation of the National Association of Insurance Commissioners and actively participated in the drafting of legislation which lead to the enactment of the insurance moratorium act, otherwise known as public law 15.

**Alfred E. Edwards**, 58, of Natick, Mass., engineer for the Eastern Underwriters Inspection Bureau in Boston, died at the Framingham hospital.

**Stanley G. Jewett**, 63, senior member of Jewett, Barton, Leavy & Kern, Portland, Ore., died in his sleep. He was a Lloyds agent for the Portland district and a former Oregon liquor control commissioner. He was born in Marysville, Cal., and went to Portland in 1908 with the Pacific Board. In 1910 he became associated with the Henry Hewett Co., which developed into the present firm.

His son, William W., recently released as a captain in the marine corps after serving overseas, is associated with the agency.

**William A. Shasteen**, 63, of the Shasteen-Wilson agency, East Palestine, O., former mayor, died there.

**William M. Todd**, 64, president of Knepper-Willets Co., Toledo, and in the insurance business 25 years, is dead.

**Oscar Venable**, 71, an organizer of the firm of Dargan, Venable & Whittington in Atlanta, with which he was associated for many years, died there. For some time he had been connected with the Lipscomb-Ellis organization there.

**Harry W. Thayer**, who had been connected with the W. A. Alexander & Co. agency of Chicago in a production capacity 40 years and had been a vice-president since 1927, died at Lakeland, Fla., where he had gone because of the condition of his health. He had been ailing about a year.

Mr. Thayer was a resident of the Morgan Park district of Chicago and was one of the most prominent citizens of that section, being a bank director, leader in the Boy Scouts and in other activities.

A son, Robert H. Thayer, was connected with W. A. Alexander for a number of years, but recently has been engaged in engineering research work at Johns Hopkins.

**Miss Eleanor C. Nordin**, 65, who retired in 1943 as superintendent of the upper Michigan branch of the Michigan

Audit Bureau, died at Menominee, Mich., following a cerebral hemorrhage. She was employed by the Wisconsin Insurance Audit Bureau in Milwaukee for a number of years before going to Menominee in 1921 to establish the local bureau office.

**Godfrey C. Huth**, Illinois state agent of Royal Exchange, died in his sleep at his home at Naperville, Ill., early Sunday morning. Death was attributed to a heart condition. He was 53.

Mr. Huth traveled for Queen in Missouri and then in Ohio and then represented Fidelity & Guaranty Fire in the latter state. For a time during the war he was engaged in security work for the War Department at Philadelphia and had been with Royal Exchange since 1942.

Burial was in Milwaukee, which was his native city.

**George Busiek**, Dallas local agent, died in a veterans hospital as a result of illness contracted at Guadalcanal and other Pacific areas. His brother, James, is in the local agency business at Houston. George Busiek was a native of Kansas City, a graduate of University of Missouri and entered the insurance business with the R. N. Jones agency at Harlingen, Tex. He established his Dallas agency in 1936 and entered service in 1941. He had just recently been released from the army and again taken up his insurance work.

**Arthur R. Nichols**, president of A. P. Nichols & Co., class 1 agency at Kansas City, Mo., died following a heart attack.

**Morris W. Geiger**, 80, Canton and Alliance, O., local agent, who formed the Geiger Agency Co. in Canton in 1929 with his sons, died.

**James G. Conway**, president of the Conway-Pennell Co. agency of Los Angeles, died.

**William H. Palmer, Jr.**, 78, director of Virginia F. & M. and former chairman, died at his home in Richmond. He was a son of the late Col. William H. Palmer, for many years president of that company. He also was a director of Mutual Assurance of Virginia.

**John H. Toole**, 55, Missoula, Mont., insurance attorney and a member of the Montana Blue Goose, died suddenly at his home. Mr. Toole represented many fire and casualty companies and took an active part in the repeal of the state insurance fund act. He also represented insurance interests before the legislature. His oldest son, John, is in the general insurance business in Missoula.

## Stay of D. C. Rate Order Given

(CONTINUED FROM PAGE 6)

in compliance with the order or not. Recognizing that his agents should have instructions what rates to charge, Mr. Smith wrote that "we propose to comply with the order of the superintendent and we are, therefore writing to instruct you to deduct 5% from the rate on all policies on and after April 1."

The letter went on to say that Jordan had given assurance to North America that fulfillment of the above instructions will constitute compliance with his order and that policies so issued will not be subject to recall. Mr. Smith recognized that agents are confronted with a "unique" situation with respect to fire rates and gave assurance his group is following this course "solely because we feel it is the proper one for all interests."

It was pointed out to the court that many North America agents also represent plaintiff companies in this case and that the agents would be in confusion unless standard rates are used pending the court proceeding. Mr. Hoffman stated that "a few companies could well afford" to write business in the District during pendency of litigation at "confiscatory" rates. Such writing would cause "great and irreparable loss and damage,"

the court was told, to Firemen's and other plaintiffs.

If there were no stay the plaintiffs would lose business to the companies transacting business meanwhile, and if the plaintiffs did business at the reduced rates there would be no practical way to recover the difference if the Jordan order is ultimately set aside. The public would suffer no damage by a stay, it was claimed. Counsel concerned agreed 60 to 90 days would be required to dispose of the issues involved. During that period the difference in premium income involved, as between the old and proposed new rates, is estimated at \$25,000 for all purposes.

There is a real question as to the validity of the reduction order, companies contended. They charged Jordan failed to comply with the insurance rating law; that the order was issued without giving the companies statutory hearing to which they were entitled; that the order is not supported by evidence or proof; that the rates fixed by Jordan are confiscatory and would compel fire business at a loss; that the order was arbitrary and violated constitutional rights.

The companies would lose about \$10,000 a month in premiums, during the period of court review, counsel said. However, the difference in premium per policy is small in dollars and cents, they pointed out.

Although the majority of companies originally sought an injunction in support of the stay motion, counsel declared now it is not feasible to enjoin it, leaving plaintiffs to charge the old rate pending litigation and leaving others free to charge the reduced rates.

#### Recite Earlier Action

The court was told that North America joined in opposing the Jordan order and in that connection quoted a statement made by North America counsel Charles P. Butler at the hearing before Jordan, whereas North America has now instructed agents to do business at the reduced rates.

On the other hand, it was pointed out in behalf of the superintendent that whereas Mr. Butler had made certain statements at the hearing, they referred to the original order. North America did not oppose the amended order, it was said, which recognized certain concessions to the companies.

Counsel for the majority, quoting Jordan's reported assurance to North America, referred to above, suggested that called for an explanation to the court. No company can write policies at variance with valid and published rates, it was argued, and companies writing at reduced rates would be in the position of having to call for additional premiums upon termination of the litigation, if the order is found wrong.

Plaintiff's counsel stated they are willing to file bond providing for repayment of return premium found due if the order is affirmed.

#### Position of Bureau

The court was told that the D. C. rating bureau believes stay should be granted. Walter Bastian, bureau attorney, said a majority of members have expressed the desire that no filings be made by the bureau in accordance with Jordan's order because such filings would prejudice their rights and interfere with their desire for judicial review. If filings were made bureau members would be obliged to comply with them, it was said.

Mr. Bastian said 26 North America agents here are in confusion and that the rating bureau is unable to solve their confusion, resulting from their representation of other companies. Suggesting a stay, it was pointed out that April business is now being transacted.

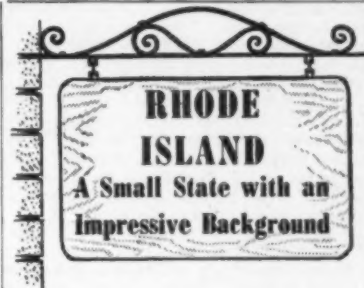
A telegram was quoted from L. C. Lewis, vice-president of North America, to Harry Hazlehurst, rating bureau manager, requesting promulgation of rates in accordance with the Jordan order. Also a letter to the bureau along similar lines.

In opposing the stay, counsel for the District argued that if there were loss of business and damage it would be due not to the order but to action of the

companies complying with it, which were not named as defendants in the stay proceeding, as they should have been, it was contended.

The rating bureau was declared to be controlled by the plaintiffs and unable to compel enforcement of the order. In that connection the District pointed to support by the bureau of the motion for stay.

Only 171 out of the 235 companies joined in the complaint, it was pointed out. The court was told that since then Allied Mutual Fire has asked that its name be stricken from the list of plaintiffs. Sixty-five companies have indicated a desire to comply with the order,



## EARLY RHODE ISLAND TURNPIKES

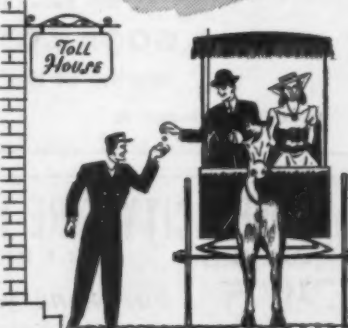
THE first turnpike on record was the Providence and Norwich, in existence before 1798. The State's varied industries took on a rapid growth because of its excellent system of turnpikes, and the cotton industry especially, used great influence in getting such roads built. Toll rates varied greatly and afford interesting reading today. On one toll list we find, "12½¢ a team not exceeding 4 cattle, 15¢ a sleigh with more than 1 horse, swine in droves 10¢ for every 15, mail stage 6½¢, a person and horse 6½¢, a chaise chair or sulky 2½¢."

While many organizations are allowed to become obsolete, the public will not easily give up a needed service—which explains the continuation of such well-tested insurance companies as the Rhode Island Insurance Company.

### RHODE ISLAND Insurance company

PROVIDENCE • RHODE ISLAND  
Progressive in Outlook  
Conservative in Management

**FIRE • AUTOMOBILE • INLAND  
MARINE • OCEAN MARINE**





District counsel said. The motion to stay is an attack upon these latter companies.

The court should not take action that would have adverse effect upon them, it was argued, by investigating the order without giving them a chance to be heard. The order was "presumptively valid," according to counsel. Companies renewing policies at reduced rates convey an advantage to people in the District.

The order should not be stayed without giving reciprocals and a number of mutuals an opportunity to be heard, according to District counsel. A stay would not maintain the status quo, they declared, because the status quo involves rate reductions. The plaintiff's complaint about loss of business to others, District counsel characterized as "speculative and fanciful."

In an affidavit presented to the court Jordan said he has taken no action and will take no action while the "main cause is pending on its merits." He called attention that 11 of the 12 members of the rating bureau governing committee are among the plaintiffs.

#### No Compulsion

North America's action was taken on its own initiative, Jordan stated, and not under compulsion or threat of action by him.

More than 12% of fire business written here in 1944 by plaintiffs was written by 29 of them with average expense ratio of 76%, Jordan stated, and the individual expense ratios of these 29 ranged from 60.28 to over 100%. He added that with such "unreasonable expenses" and average losses under the contracts, these companies would continue to suffer loss even if the relief prayed for were granted.

Counsel for Allied American Mutual Fire wrote Jordan in a letter submitted to the court that inclusion of that company among plaintiffs "was due to a misunderstanding" and that he had written Victor Herd, chairman of the companies' committee, to that effect.

In reply to the District's motion to strike over 500 pages of testimony, arguments, exhibits, etc., from the companies' motion for stay, companies' counsel contended this material was "necessary to good pleading of the complaint."

April 30 there will be pre-trial proceedings before Judge Holtzoff, who granted the stay, and insurance counsel think the final hearing on the merits of the case, May 14, will also be before him.

Purpose of pre-trial is to attempt to shorten the proceedings by eliminating as much argument as possible, and testimony as well through agreement

#### (CONTINUED FROM PAGE 1) RECIPROCALS AND LLOYDS

Admitted assets	\$ 32,640,243	\$ 26,653,572
Surplus to policyholders	17,882,196	16,586,035
Net premiums written	12,591,240	10,888,438
Losses paid including adjusting expenses	1,932,362	3,258,168
Ratio of losses paid to premiums written	15.2	30.0

#### FULL COVERAGE AUTOMOBILE RECIPROCALS AND LLOYDS

Admitted assets	\$ 102,335,713	\$ 96,869,541
Surplus to policyholders	37,068,804	34,531,377
Net premiums written	68,662,099	60,615,798
Losses paid including adjusting expenses	36,761,112	29,316,449
Ratio of losses paid to premiums written	53.5	48.4

among counsel. They will get together, go over the record and see what can be stipulated, what evidence shall be admitted without proof, and agree upon as much as practicable, in order to minimize delay, etc.

Pending hearing on the merits, it is learned at the rating bureau, North America will continue doing business here on the basis of the old rates. This decision, it is said, avoids much confusion in the rate situation here and does away with the necessity of the rating bureau having to try to administer two sets of rates at the same time and keeping two sets of records.

In connection with the recent meeting of the Insurance Club of Washington, addressed by Attorney Abraham Kaplan, representing companies opposed to fire rate reductions, the agents in executive session unanimously adopted a resolution stressing the importance of uniformity of rates. Lack of it would result in confusion to the public and irreparable injury to agents, it was declared. The resolution was forwarded to Superintendent Jordan.

It is understood that the position of North America is that while results arrived at by Mr. Jordan were deemed satisfactory, the methods he used in reaching that end were not approved by North America. It was stated that North America believes that 50% of premium is satisfactory for loss ratio or expense.

Bradford Smith and Ludwig Lewis, North America vice-presidents, attended the meeting.

### Premiums 7.1% Higher in 1945

(CONTINUED FROM PAGE 1)

factory mutuals and local farm mutuals increased from \$4 billion 94 million to \$4,445,565,379, a gain of \$351,303,822 or 7.9%. Stock companies, excluding full cover, increased their policyholders' surplus 14.6% to \$1,979,057,556. Voluntary reserves, now being included in surplus

instead of in liabilities as formerly, affect this comparison to some extent.

The net gain from investments for stock companies increased from \$230,775,851 to \$360,817,948 in 1945.

Other interesting special tables in the new Argus Fire Chart include a very comprehensive underwriting and investment exhibit, showing both individual companies and groups—with summaries for each of some 115 groups. In this exhibit are given—net premiums written, losses paid including adjustment expenses and the ratio to premiums written, premiums earned, unearned premiums, increase in unearned premiums, losses incurred including adjustment expenses and the ratio of premiums earned, underwriting expenses incurred and the ratio to premiums written losses paid including adjustment, profit and loss items, the gain from investments, federal income taxes incurred, dividends declared, increase in special reserves, other changes in surplus, and the net increase in surplus. Eight of these 17 items are not available from similar compilations.

Additional tables rank the top companies by premiums written and by assets for the last 10 years, show premiums and losses by accessory lines, list states in which companies are licensed, and show underwriters agencies. A convenient cross indexing arrangement makes it possible to turn directly to any company in a group without knowing to which group it belongs. There is a list of companies that have changed name, merged or gone out of business in the last five years.

The new Argus Fire Chart is the 70th annual edition and is needed by practically all agents, not only for their own reference but often to supply new customers. Single copies sell at \$1.25 each, 12 copies at 75c each, 100 at 45c each and less in larger quantities. Advance orders are now being shipped in sequence as ordered. A limited supply of additional copies is available. Orders should be addressed to THE NATIONAL UNDERWRITER, statistical division at 420 East Fourth street, Cincinnati 2, O.

### O.K. Expected in Controlled States of New Auto Rates

NEW YORK—Action of rate controlled states on the collision rate increase filings of the National Automobile Underwriters Association is proceeding without any serious difficulties. There are half a dozen such states where the filings have not yet been finally approved, but approval is expected without unusual delay.

The one exception is New York. The department there has held several hearings and has made several calls for additional figures. It is the one state in the east that has not approved the filings. Some impatience is expressed by the companies over the delay by Superintendent Dineen in reaching a verdict on the changes.

The changes in commercial car rates filed by the National Bureau of Casualty & Surety Underwriters are being approved and while a few states have not yet given the formal OK. In none has there arisen any real difficulty. One or two states have asked for additional material but this has been of an explanatory nature.

Arthur Cary has established a new agency in Louisville and has become a member of the Louisville Board. He was formerly a solicitor for the Cronan agency of Louisville but has been in the army for four years.

## Sees "Squeeze" in Rigid Rating Laws

(CONTINUED FROM PAGE 1)

there is nothing to indicate that he should actively seek methods of apportioning insurance cost equitably among risks in the ratio in which the risk contributes to the aggregate cost of insuring business. Under the language of these bills it will be impossible to sell adequately flexible plans in 49 jurisdictions in time to prevent the loss of this business to self-insurance, said Mr. Moore.

### N. E. Agents Units to Meet at Poland Spring June 27-9

BOSTON—The New England advisory board, meeting here Tuesday, decided to hold the annual summer convention of the New England Association of Insurance Agents at Poland Spring Hotel, Poland, Me., June 27-29.

### Chicago Fire to Cost \$250,000

A total of about \$250,000 insurance loss is expected from a fire which occurred last week in the two-story annex of the Kroll Bros. Co. baby carriage factory in Chicago.

The building served as the factory part of the company and was located next to the other Kroll building, which is a sprinklered risk. The annex was not a sprinklered risk.

Loss to the building is estimated at \$40,000; contents loss at \$100,000, including \$25,000 total loss of plywood stores; and U. & O. at about \$110,000.

There was a fire in the Kroll factory in early January, from which it developed the company carried about 75% too little U. & O. They have since increased it and are understood to have \$50,000 of that cover.

Frank L. Erion, Western Adjustment, and Underwriters Adjusting are handling the loss.

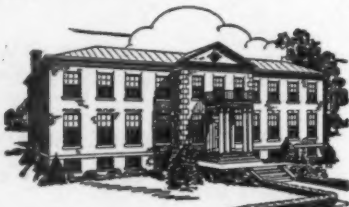
### Plane Arrangements for Portland

Eastern insurance men planning to attend the Portland meeting of the National Association of Insurance Commissioners June 9-13 by airplane may obtain reservations on the United Airlines leaving La Guardia field daily at 6 p. m., and arriving at Portland the next morning at 7:43, according to Albert N. Butler of Corroon & Reynolds, who is in charge of making arrangements for the eastern contingent. Dinner will be served on the plane shortly after leaving New York and breakfast the next morning. The plane carries 44 passengers and stops at Cleveland, Chicago, Denver, and Salt Lake City. The Chicago stop is at 10:15 p. m. Fare is \$136 each way. Return accommodations on the plane can be arranged before leaving New York.

### SUBURBAN CASUALTY COMPANY PIONEER FIRE INSURANCE CO.

EDWIN F. DEICKE  
President

"Suburban"  
Founded  
in  
1925



(Our Modern Home Office Building)

2 GOOD STOCK COMPANIES

Worthy of the Highest Confidence

Home Office—Wheaton, Ill.

Chicago Office—100 W. Monroe Street

"Pioneer"  
Founded  
in  
1918

### QUEEN CITY FIRE INSURANCE COMPANY

SIOUX FALLS

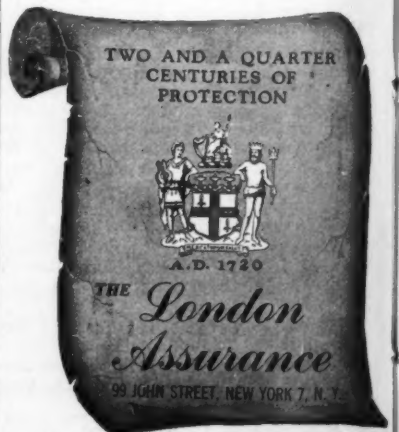
D. P. LEMEN, President

SOUTH DAKOTA

1905

Forty-one years of service

1946





## Find Insurance Problems in New Housing Order

### Bad News for Bond Men— U. & O. Priorities Problems Revived

NEW YORK—Fire loss adjusters do not anticipate too much difficulty under the veterans emergency housing order of the civilian production administration. The war production boards' order L-41 curbing reconstruction during the war had a limit of \$5,000 and did not prove burdensome in the settlement of fire losses. The present order permits repair, construction or reconstruction of dwellings up to \$6,000 without specific authorization. There may be difficulties not immediately apparent, but the fire adjusters are not unduly concerned.

The order apparently reestablishes a situation similar to that under priorities, so far as use and occupancy is concerned. This is the first reaction of U. & O. underwriters, and if closer study of the order shows this to be true, then the priorities exclusion might be reinstated. The only difference visible at the moment between the condition created by the CPA order and that under priorities is that instead of having to go to the war production board in Washington, it will be necessary to file applications with local committees. These may act more expeditiously than did the WPB.

#### Bad News for Bond Men

The new order spells bad news for contract bond underwriters and producers. They have been very hopeful that 1946 would see a big revival in all kinds of building. The need exists, the money is available, and only labor and material difficulties were standing in the way. Under the CPA order even construction of hospital additions or new buildings is limited. The order practically eliminates building of factories, hospitals, churches, etc.

The only relief will be through specific authorization by the CPA. One observer said that the procedure of having to file applications with local committees and zone directors will prove so unwieldy it will take a long time to get any substantial number of permits authorized. He is afraid the order cuts off most of the big stuff.

One question is whether the order with its insistence on low cost housing will stimulate Jerry building in this field. This might prove of more concern to fire underwriters than to bond men, but it brings up the proposed dwelling construction bond on which the surety people have been working. If practically all building in the next year or two is to be of residential units, a low cost bond that can be sold on a wholesale basis in this field may be brought out. The fire companies report that they were beginning to get some builder's risk coverage on dwelling, mostly from the midwest. With all materials and labor channeled into veterans housing, this type of cover should be in for a substantial increase.

#### General Re. Anniversary Party

NEW YORK—General Reinsurance is marking its 25th anniversary with a dinner and dance here Thursday. About 200 will attend, including directors, officers, employees and their families. Samuel E. Thompson, vice-president, heads the committee in charge.

## Kentucky Rate Law Passed Unanimously

Kentucky last week became the ninth state to enact rating laws in an attempt to comply with public law 15.

Separate bills for fire and casualty rating purposes were passed by the general assembly on the last day of the session embodying, almost in toto, the proposals of the all industry committee. There were no dissenting votes.

Reenacted was the Kentucky law requiring that when properties are rated on schedule the insured shall be entitled to a makeup of his rates with suggestions for improvements leading to reductions in rate.

As Kentucky administrative officers, as such, may not levy fines, the law was drawn to permit such fines to be imposed by the circuit court. The appeal section of the all-industry proposal also was changed to conform to existing Kentucky law.

Several minor changes agreed upon in the casualty bill at the French Lick meeting of commissioners and the all industry committee were not made in time to be included in the Kentucky law. The bills have been signed.

Other states previously passing such laws include Maryland, South Carolina, Tennessee, Arizona, Florida, New Jersey, North Carolina and Kansas. Arizona later repealed its laws.

## Further Highway Parley Appointees

There have been further appointments from the Association of Casualty & Surety Executives and member companies to committees for the President's highway safety conference May 8-10.

Wallace Falvey, first vice-president of Massachusetts Bonding, is a member of the coordinating committee. Julien H. Harvey, managing director of the National Conservation Bureau, is on the technical advisory committee. Both are members of the organized public support committee.

Added to the education committee are Harold R. Danford, education division director of the N.C.B., and Dr. Herbert J. Stack, director, and Milton D. Kramer, assistant director, of the safety education center of New York University.

Henry K. Evans, traffic director of the N.C.B., is on the engineering committee. On the enforcement committee are Louis J. Kempf, vice-president of Travelers, and Tom A. Boate, special service director of the N.C.B.

Charles L. Phillips, vice-president of U.S.F.&G., has been named to the laws and ordinances committee. G. B. Butterfield, secretary of Hartford Accident, has been named to the motor vehicle administration committee.

#### Superior Seeks Cal. License

Superior of Dallas has applied for a California license. It has \$350,000 capital. F. O. Hoffman, who recently resigned as claims superintendent of National Automobile & Casualty, is named as attorney for service and general agent.

#### Glidden Loss Exaggerated

Two fires occurring two days apart in what is known as the Glidden Paint Company plant near Baltimore, caused total damage of about a half million dollars. Newspaper estimates of \$1 million as the loss in the first fire is far out of line. The two units destroyed were vital parts of the plant. They were owned by the American Zirconium Co. Both fires were in chemical units. Insurance is all in stock companies and the adjustment is being handled by F.C.A.B.

## Receiver Files Report in Central Mutual Case

Circuit Judge Finnegan at Chicago has entered an order, setting April 16 as the dead line for claimants against Central Mutual to enter objection to the recommendations of the receiver as to the classification of claims, allocation of funds or payment of any dividends on any claims. Also Judge Finnegan set April 24 as the date for a hearing on the receiver's report and objections, if any, of claimants.

The receiver recommends that general claims, first party claims and third party claims fall in the same category so far as payment of dividends thereon is concerned and that there shall be no priority among these three classes. It is recommended that if the assessment liability has not been fully satisfied then no payment of dividends should be made either on general, first party or third party claims, except where the dividend may exceed the amount of the unpaid assessment. In that event it is recommended that the excess of the dividend over the amount of the assessment be paid.

#### No Dividend on Return Premium

It is recommended that no dividend be paid on return premium claims.

In North Carolina the ancillary receiver made distribution by way of dividends and as to such claimants it is recommended that no payments of dividends be made until the amount of dividends paid by the main receiver equal the percentage of dividends paid in North Carolina.

Some claimants have asserted that amounts received on reinsurance policies by the receiver should be segregated and held for and ultimately paid to policyholders or to those claiming under policies whose particular contracts were reinsured under the particular reinsurance policies involved. Included in this fund is the net amount received by the receiver from London Lloyds in the sum of \$105,000. There is also a claim on a reinsurance policy against Excess which has not been settled or determined.

#### Shouldn't Be Segregated

The receiver states, however, that such funds should not be so segregated and should become instead a part of the general receivership estate. Also the receiver contends that proceeds from the statutory deposit with the Illinois department belong in the general receivership estate.

In Maryland, New York, Ohio, Michigan, Kansas, North Carolina and South Carolina there exists a one year statute of limitations, barring or purporting to bar collection of assessments where demand for payment was not made within one year after the expiration date of the policy. In New York the court decisions are that this statute is not applicable to a receiver. In Maryland, Michigan and Ohio, supreme court decisions against the receiver have been rendered barring collection, although substantial collections were made in each state before such decision. Litigation is still pending in Kansas and South Carolina. In North Carolina collections have been completed and the defense did not prevail.

#### Situation in Wisconsin

In Wisconsin there is a six months statute of limitation which has been held by a federal court in Milwaukee not to apply to the receiver.

The receiver states that he has the right and duty to prefer claimants from states where the collection of assessments have not been barred, except where the assessment liability on a particular policy has been paid or settled.

(CONTINUED ON PAGE 34)

## Mich. Blue Cross Directed to Raise Rates 35.8%

### Forbes Finds Organization Ran in Red More Than \$800,000 Last Year

DETROIT — Commissioner Forbes has directed the Michigan Hospital Service (Blue Cross) to increase rates to subscribers an average of 35.8% above present rates to compensate for increased costs of hospitalization and to offset an operating loss of about \$800,000 in 1945.

The commissioner said the sharp boost in rates was deemed necessary in order to restore an adequate surplus, the organization's surplus having fallen off during the past year from \$1,100,000 to slightly over \$300,000. Total earned income in 1945 was \$9,095,863, whereas total incurred expenses were \$9,896,088, leaving the plan in the red \$800,024 on the year's operations. As a result, the excess of assets over liabilities dropped to \$325,961.

The Michigan Hospital Service statement of operations revealed that in 1945 approximately 15% of the income went for operating expenses, which totaled \$1,327,408. Of this total, \$904,121 went for salaries.

#### Contract With Hospitals

The existing hospital contracts provide a primary return to hospitals of \$5 daily for a ward bed or \$6.50 for semi-private, with a provision for a \$2 increase for each service if the initial return proved too small. An additional provision was included, he explained, under which the service agreed to bear 50% of the additional cost if per patient costs exceeded the basic allowance, plus the \$2 extra payment, providing hospital audits showed the actual costs to the participating institutions exceeded the service's payments.

Since the service ran in the red more than \$800,000 at present rates, it was faced with the necessity either to raise rates to its 1,272,000 subscribers or else to reduce drastically the benefits under its policy contracts.

Adding to the seriousness of the problem, 17 hospitals have threatened to withdraw if they do not receive higher payments for supplying hospitalization to Blue Cross patients, whom they say they have been servicing at a loss.

#### Perfectly Solvent, Forbes Says

Commissioner Forbes said the organization is perfectly solvent and that its operations could not bring about insolvency which would deprive subscribers of the service provided under their contracts because the hospitals are bound to provide the service at the rates stipulated. He said the new agreement, however, should speedily rebuild the surplus.

#### Individual Rates \$1.12

The service has eliminated contracts covering husband and wife only, the commissioner said, the new contracts to be confined to individuals or families. No contracts are issued except on a group basis. The new rate for an individual, up 40%, is \$1.12 monthly for ward or \$1.40 for semi-private room. The new family rates are \$2.60 and \$3.10, respectively, for these services.



## Casualty Net Premiums and Paid Losses in 1945 in NEW JERSEY

	Total Premiums and Losses	Auto. Liab. Premiums and Losses	Other Liab. Premiums and Losses	Work. Comp. Premiums and Losses	Fidei. Premiums and Losses	Surety Premiums and Losses	Plate Glass Premiums and Losses	Burg. Theft Premiums and Losses	P. D. & Coll. Premiums and Losses		Total Premiums and Losses	Auto. Liab. Premiums and Losses	Other Liab. Premiums and Losses	Work. Comp. Premiums and Losses	Fidel. Premiums and Losses	Surety Premiums and Losses	Plate Glass Premiums and Losses	Burg. Theft Premiums and Losses	P. D. & Coll. Premiums and Losses		
Aco. & Cas. ....	340,317	81,739	53,244	139,098	1,314	742	7,531	18,859	35,471	Lumb. M. C., Ill.	1,081,177	290,850	70,995	473,881	1,795	723	2,710	4,578	177,341		
Aetna Cas. ....	2,297,118	510,416	256,902	928,640	146,774	66,162	26,980	120,217	200,728	Lumb. M. C., N.Y.	359,241	19,466	14,728	312,285					12,782		
Aetna Life ....	1,105,434									Mfrs. Cas. ....	1,350,650	280,358	81,212	757,383	14,198	33,605	5,621	41,789	132,543		
Allstate ....	424,029	298,374								Maryland Cas. ....	1,466,384	265,404	127,947	625,328	94,307	84,953	18,750	58,072	107,735		
Amer. Auto. ....	1,139,286	500,681	73,511	207,834			5,176	25,611	233,014	Mass. Bond. ....	597,846	104,890	17,576	332,798	20,552	7,123	9,514	22,654	54,339		
Amer. Cas. ....	955,591	350,024	104,172	209,166	2,873	14,769	19,686	26,307	139,675	Mass. Plt. Glass. ....	174,420	53,943	16,040	60,146	1,776		3,126	1,247	29,379		
Amer. Empl. ....	693,487	204,325	74,553	249,306	20,005	8,385	7,926	28,563	78,242	Medical Prot. ....	9,219		9,219								
Amer. F. & C. ....	370,767	278,209								Merch. Indem. ....	221,363	209,922	2,623			4,700	1,705	2,322	15		
Am. Gr. & Liab.	130,456	32,964	13,240	26,360	16,645		3,050	8,810	14,550	Merch. Mut. Cas. ....	158,383	16,848	11,817	118,405							
Amer. Ind. ....	187,471	85,884	39,282		6	650	4,053	10,593	42,930	Metro. Cas. ....	232,701	71,524	28,459	22,881	10,503	8,050	5,979	7,807	18,521		
Amer. Mut. ....	44,407	14,623	136,250	769	310	1,374	5,688	10,890		Natl. Cas. ....	473,809	14,296	5,622	21,171	448	1,942	1,893	2,708	5,823		
Am. Mut. Liab.	3,218,943	189,099	190,145	2,651,573	2,184		947	2,181	100,007	Natl. Gr. M. Li. ....	102,523	6,065	1,652	7,209	34		610	558	2,654		
Am. Pchydras. ....	93,437	20,704	15,310	31,715			349	130	56,214	Nat. Surety ....	592,069	40,506	24,025	64,062	160,986	127,797	15,820	141,709	19,164		
Amer. Reins. ....	249,461	68,689	32,044	50,517	48,486	25,204	3	8,122	12,138	New Amst. Cas. ....	1,199,248	217,356	267,591	453,329	41,505	26,174	25,923	59,159	94,996		
Amer. Surety ....	867,933	119,535	75,330	193,258	320,179	63,739	9,952	38,716	48,534	New Eng. Cas. ....	359,616	58,322	53,330	162,724	4,672		569	19,756	21,325		
Arex Ind. ....	38,110	10,324	116,615	13,309	1,500	4,436	14,495	16,382		N. J. Mfrs. Cas. ....	7,055,657	422,028	230,707	6,347,620					53,882		
Assoc. Indem. ....	272,466	24,040	20,447	203,975			2,687	6,009	15,202	N. Y. Cas. ....	3,088,846	95,925	39,041	2,946,306					7,574		
Atlantic Cas. ....	291,606	44,536	10,154	122,469			1,378	1,329	21,445	N. A. Cas. & Sur. ....	205,862	49,676	30,652	72,057	11,665	6,221	8,060	7,709	19,822		
Atlantic Mut. ....	116,395	77,779								Norwich Un. Ind. ....	9,087	2,310	972	2,672			134	696			
Bakers Mut. ....	17,692	8,483	2,105	1,270			114	5,583	47	Ocean Acc. ....	687,593	80,881	69,277	364,047	15,253	1,316	5,788	24,637	40,450		
Bankers Ind. ....	1,862,812	347,536	222,679	535,705	651		29,828	64,470	147,861	Ohio Cas. ....	267,532	13,908	19,941	186,548	161		1,735	11,056	18,104		
Butchers Mut. ....	490,532	102,331	42,388	229,793			12,312	19,767		Ohio Farm. Ind. ....	175,121	85,204	15,804	12,139	1,192	1,173	1,340	9,450	39,044		
Car & Gen. ....	463,941	200,759	27,550	123,680	514	92	2,673	11,954	80,964	Patrons Mu. Cas. ....	1,260	1,075				4,184			185		
Central Sur. ....	167,263	67,110	4,296	44,509			1,328	3,879	45,677	Peerless Cas. ....	9,633	5,449	4,536	10,402	433	27,704			6		
Century Ind. ....	374,251	107,605	36,344	57,599	4,537	902	9,804	9,901	87,595	Penn. Cas. ....	45,530										
Citizens Cas. ....	122,101	47,763	6,813	13,944	944		4,710	2,223	47,162	Pa. Mfrs. Assoc. ....	28,673										
Coal Op. Cas. ....	665,599	166,208	92,025	225,961	22,780	22,864	12,499	38,969	60,162	Pa. T. & F. M. C. ....	166,038	128,044	1,072	13,509							
Columbia Cas. ....	312,706	100,303	40,325	44,509			5,415	15,037	54,613	Phoenix Ind. ....	22,808	14,007									
Comm. Cas. ....	120,229	61,299	3,178	12,727			6,929		39,987	Preferred Acc. ....	4,512	100									
Conn. Indem. ....	193,216		18,616	172,728					1,872	Prot. Indem. ....	226,949	48,149	30,765	67,092			4,022	19,332	20,099		
Continental Cas.	146,375	33,782	19,439	43,405	9,528	3,290	2,183	4,999	12,873	Pub. Serv. Mut. ....	82,279	11,800	10,473	28,460			1,179	6,163	10,510		
Eagle Indem. ....	321,623	63,840	36,566	32,145	9,612		11,256	16,926	31,355	Royal Indem. ....	454,446	100,426	45,433	60,047	5,335	4,813	4,605	35,379	96,755		
Emp. Liab. ....	28,626	11,318	1,958	0,169			641	832	4,358	St. Paul-Mer. ....	177,268	89,126	7,428	6,943	96	2,587	1,341	13,145	54,474		
Emp. Mut. Liab.	1,807,297	231,395	136,843	319,751	16,339	15,033	14,759	32,507	85,600	Seaboard Sur. ....	10,290	8,163	250	158			262	345	41,112		
Emp. Reins. ....	655,313	92,937	35,368	154,115			8,651	13,478	52,763	Seacoast F.M.L. ....	103,311	18,908	17,638	57,467							
Excess ....	529,936	138,099	67,837	182,865	11,338	4,256	7,847	32,238	60,033	Sec. Mut. Cas. ....	1,408,714	226,959	154,224	760,204	31,903	9,967	15,561	56,091	100,162		
Excess Mut. Ind.	280,414	75,117	38,480	100,659	326		2,991	13,316	42,375	Select Risks Ind. ....	774,126	120,882	31,370	52,676	248	2,042	8,490	9,237	55,321		
Fact. Mut. Liab.	1,677,089	54,661	47,577	64			7,689	12,815	41,636	Shelby Mut. Cas. ....	249,361	51,063	54,307	87,997	5,276	7,464	3,147	11,854	26,510		
F. & C. ....	1,173,837	60,080	43,571	1,025,564			1,181	1,451	45,990	Standard Acc. ....	70,100	6,158	9,767	36,805			1,144	6,579	8,024		
Fire, Fd. Ind. ....	493,813	29,243	7,522	420,618			509	4	35,916	Stand. Sur. & Cas. ....	48,906										
General Acc. ....	430,838	244,118	45,961	33,375	13,593		271	14,308	31,659	Sun Indem. ....	15,181										
General Cas. ....	119,255	7,508	12,517				6,582	13,067	48,559	Travelers ....	5,672										
General Reins. ....	351,728	119,598	38,571	125,347	4,697		2,196	2,462	22,334	Travelers Indem. ....	77,928	10,176	7,960	57,887							
Gen. Tra. C. & S.	103,765	31,460	10,018	34,795			2,196	2,462	22,334	Trinity Univ. ....	60,065	340	90	59,061							
Globe Indem. ....	550,223	146,255	37,059	63,996	94,676	13,113	74,100	44,460		United Nat. Ind. ....	1,127,897	465,834	11,466	347,549							
Gr. Amer. Indem.	163,426	44,879	3,782	32,538	18,763		9,756	7,921		U. S. Casualty. ....	442,016	182,801	1,405	91,955							
Guarantee, N. A.	61,184	22,346	4,558	20,796	4,678	2,994	1,884	3,688		U. S. F. & G. ....	19,420		3								
Hardware Ind. ....	33,029	1,480	789	29,319					1,431	U. S. Guarantee. ....	10,250										
Hardware M. C. ....	7,859	1,760	50	6,870					393	U. S. Life. ....	632,659	118,134	69,717	213,269	41,750	84,649	9,349	16,844	50,376		
Harlvi. Mut. Cas.	157,982	95,339	2,024						1,335	Univ. Indem. ....	185,379	23,971	16,499	73,796	3,174	20,835	3,066	4,302	22,974		
Hartford A. & I.	2,128,167	256,160	224,036	1,149,061	100,793	25,381	54,919	92,212	119,500	Utica Mut. ....	228,004	60,266	39,744	72,550	1,932	720	6,453	19,206	26,208		
Home Indem. ....	1,331,062	121,499	105,278	867,981	73,602	12,337	12,411	37,301	57,380	Utilities Mut. ....	51,292	11,872	4,666	22,875	100	35,774	2,852	5,318	33,600		
Ideal Mut. ....	590,484	881		313,397	79,583	15,172	15,151			West. Cas. & Sur. ....	151,298	44,740	16,167	44,319	26		3,139	5,149	32,569		
Interboro M. Ind.	133,429	374		32,399	8,326	25,145	67,186			West. Natl. Ind. ....	7,622,529	327,018	473,351	4,428,497							
Jamestown Mut.	407,563	59,588	58,374	207,839	6,620	3,604	7,382	20,991	27,321	Yorkshire Ind. ....	4,038,639	128,980	189,266	2,123,799			54,201	20,826	25,063	137,627	323,003
Keystone Auto. ....	168,419	11,034	12,540	87,396			3,474	9,686	13,695	Zurich ....	1,184,193	480,084	20,212								
Keystone M. C. ....	488,554	184,373	33,134	212,345			4,977	16,677	95,398	Total Premiums ....	332,161	94,271	1,082								
Liberty Mut. ....	80,294	31,860	12,176	14,418	1,500	1,758	1,495	4,823	15,396	Total Losses ....	66,691	23,477	6,274	16,516							
Lon. & Lan. Ind.	15,563	5,335					1,475	867	4,720	Auto B.I. Premiums ....	198	94	21								
Lond. Gr. & Acc.	255,911	32,687	27,312	50,341	75,095	15,130	144	22,623	9,670	Auto B.I. Losses ....	822,026	182,801	155,405	334,101							
	46,081	1,899	4,508	25,688	1,128	5,303		2,940		Other Liab. Premiums ....	322,026	65,002	36,032	160,042	1,479				</		



	Net Premiums	Paid Losses		Net Premiums	Paid Losses		Net Premiums	Paid Losses		Net Premiums	Paid Losses
Amer. Mutual Liab. ....	73,717	18,136	Keystone Auto Club Cas.	234	.....	Standard Surety & Cas.	1,226	433	London Guar. & Acc.	8,818	911
Amer. Policyholders .....	16,804	7,448	Liberty Mutual .....	5,416	2,888	Sun Indemnity .....	7,980	5,198	Maryland Cas. ....	21,964	15,763
Amer. Reins. ....	3,397	660	Lond. & Lanc. Ind.	21,825	9,757	Superior Life .....	92,342	32,150	Mutual Boiler .....	182,977	15,691
American Surety .....	50	.....	Lond. Guar. & Acc.	8,821	4,213	Travelers .....	2,393,662	1,596,593	Ocean Acc. & Guar.	41,929	9,566
Bankers Indem. ....	14,022	3,994	Loyal Prot. Life .....	17,580	1,836	Union Labor Life .....	84,048	19,146	Phoenix Indemnity .....	1,604	406
Bankers Life, Ia. ....	351	22	Lumb. Mut. Cas., Ill.	43,218	6,145	Union Mutual Life .....	18,030	3,316	Royal Indemnity .....	17,876	5,385
Benefit Assn. Ry. Empl.	86,486	48,519	Mfra. Casualty .....	3,941	1,813	United Benefit Life .....	60,886	18,714	Security Mut. Cas.	116	.....
Car and General .....	5,765	474	Maryland Casualty .....	58,761	9,387	United L. & A. ....	3,957	1,078	Travelers Indem.	62,677	21,994
Central Surety .....	314	.....	Mass. Bonding .....	33,034	13,114	U. S. Casualty .....	7,272	2,068	Totals .....	6,364,594	225,202
Century Indemnity .....	15,122	4,467	Mass. Indemnity .....	33,307	13,186	U. S. F. & G. ....	64,287	13,995	1944 .....	1,901,462	306,706
Columbia Casualty .....	6,279	874	Mass. Protective .....	218,498	90,581	U. S. Guarantee .....	4,710	500			
Columbian Natl. Life .....	14,419	4,084	Merchants Indem.	16	.....	U. S. Life .....	6,087	3,752			
Columbus Mut. Life .....	14,523	3,357	Merchants Mut. Cas.	163	50	Utica Mutual .....	808	.....			
Commercial Cas. ....	357,083	124,060	Metropolitan Cas.	58,686	22,797	Washington National	741,059	239,110	Aetna Cas. ....	29,482	10,596
Comm. General Life .....	312,353	142,098	Metropolitan Life .....	2,450,679	2,154,257	Western Natl. Indem.	5,275	1,825	Amer. Reinsurance .....	47	.....
Continental Assur.	234,226	108,565	Monarch Life .....	146,358	56,077	Yorkshire Indem.	97,480	212	Columbia Cas. ....	40	27
Continental Cas. ....	937,268	289,695	National A. & H. ....	377,581	111,865	Zurich .....	68,913	.....	Commercial Cas. ....	220	.....
Eagle Indemnity .....	16,260	3,118	National Casualty .....	418,514	83,741	Totals .....	\$16,008,913	\$8,344,429	Great Amer. Ind.	139	170
Employers Liab. ....	20,878	13,780	New Amst. Cas. ....	13,213	1,935	1944 .....	15,170,987	7,457,262	Indemnity of N. A. ....	2,042	877
Employers Reins. ....	20,129	7,735	North Amer. Accl.	212,720	55,400				Maryland Cas. ....	3,173	3,100
Equitable Society .....	1,562,076	1,174,511	North Amer. Life .....	1,704	.....				Metropolitan Cas.	417	.....
European Genl. Reins.	75,365	23,811	Norwich Union Indem.	1,616	1,666				Ocean Acc. & Guar.	117	.....
Federal Life .....	6,187	4,750	Ocean Acc. & Guar.	34,688	6,249				U. S. F. & G. ....	1,527	2,878
Federal Life & Cas.	21,860	16,308	Ohio Casualty .....	7,768	2,566				Totals .....	37,068	17,228
F. & C. ....	75,213	20,289	Ohio Farmers Indem.	2	.....				1944 .....	44,381	12,096
Fireman's Fund Indem.	15,844	5,705	Pacific Mutual Life .....	73,184	24,935						
General Acc. Fire & Life	57,498	20,107	Paul Revere Life .....	166,312	52,206						
General Reins. ....	18,558	4,615	Peerless Casualty .....	2,479	314						
Glens Falls Indem.	28,565	6,152	Penn. Casualty .....	10,541	702						
Globe Indemnity .....	46,398	5,825	Phoenix Indemnity .....	25,986	13,288						
Great Amer. Indem.	15,062	5,410	Preferred Accident .....	11,653	2,126						
Hardware Mut. Cas.	3,176	1,861	Protective Indem.	927	.....						
Hartford A. & L. ....	86,358	29,813	Provident L. & A. ....	22,124	1,628						
Home Indemnity .....	2,263	385	Prudential .....	1,018,958	523,396						
Hoosier Casualty .....	2,743	2,823	Royal Indemnity .....	35,767	17,209						
Indemnity, N. A. ....	65,976	10,507	St. Paul-Mercury Indem.	2,933	596						
Independence .....	29,339	6,474	Security Mutual Cas.	4	.....						
John Hancock Mut. Life.	536,488	297,325	Security Mutual Life .....	19,605	4,597						
			Standard Accident .....	28,671	16,789						

## SPRINKLER LEAKAGE &amp; WATER DAMAGE

Aetna Cas. ....	29,482	10,596
Amer. Reinsurance .....	47	.....
Columbia Cas. ....	40	27
Commercial Cas. ....	220	.....
Great Amer. Ind.	139	170
Indemnity of N. A. ....	2,042	877
Maryland Cas. ....	3,173	3,100
Metropolitan Cas.	417	.....
Ocean Acc. & Guar.	117	.....
U. S. F. & G. ....	1,527	2,878
Totals .....	37,068	17,228
1944 .....	44,381	12,096

## CREDIT

American Credit Ind.	28,651	1,545
Employers Reins. ....	7,747	.....
European Gen. Re. ....	1,533	1
General Reins. ....	1,811	.....
Totals .....	49,652	1,544
1944 .....	73,042	995

## LIVESTOCK

Hartford Live Stock....	595	500
Totals .....	595	500
1944 .....	1,213	1,227

## Casualty Net Premiums and Paid Losses in ILLINOIS in 1945

	Total Premiums and Losses	Auto. Liab. Premiums and Losses	Other Liab. Premiums and Losses	Work. Comp. Premiums and Losses	Fidel. Premiums and Losses	Surety Premiums and Losses	Plate Glass Premiums and Losses	Burg. Theft Premiums and Losses	P. D. & Coll. Premiums and Losses		Total Premiums and Losses	Auto. Liab. Premiums and Losses	Other Liab. Premiums and Losses	Work. Comp. Premiums and Losses	Fidel. Premiums and Losses	Surety Premiums and Losses	Plate Glass Premiums and Losses	Burg. Theft Premiums and Losses	P. D. & Coll. Premiums and Losses	
Acc. & Cas. ....	400,882	100,640	38,204	94,603	18,918	2,852	21,247	59,143	44,159	Cas. Indem. Ex. ....	23,712	.....	23,712	.....	.....	.....	.....	.....	.....	.....
	217,201	84,491	7,662	49,031	—107	.....	11,920	25,763	27,185		745	.....	745	.....	.....	.....	.....	.....	.....	
Aer.-Au. Int. Ex. ....	24,754	5,429	.....	.....	.....	.....	.....	.....	13,418	Casualty Mut. ..	373,719	.....	23,737	342,877	.....	.....	.....	.....	5,105	
	11,277	2,488	.....	.....	.....	.....	.....	.....	9,042		180,715	.....	6,234	172,145	.....	.....	.....	.....	2,336	
Aetna Cas. ....	2,392,882	528,871	204,721	862,158	151,361	145,154	45,287	161,217	250,473	Cas. Recip. Ex. ....	69,038	7,795	2,589	52,168	.....	.....	299	.....	5,341	
	936,076	199,061	41,966	510,369	7,074	7,189	17,269	47,755	99,723		42,094	2,992	995	32,314	.....	.....	.....	.....	5,018	
Aetna Life .....	3,044,629	.....	.....	.....	.....	.....	.....	.....	.....	Central Surety..	288,305	167,850	17,113	58,629	10,363	9,637	11,471	10,410	56,737	
	2,058,411	.....	.....	163	.....	.....	.....	.....	.....		163,906	85,180	2,941	32,311	.....	—125	1,495	6,583	31,815	
All State .....	1,598,938	1,049,486	.....	.....	.....	.....	.....	.....	548,824	Century Indem.	354,854	75,434	54,108	68,660	30,196	30,843	15,920	24,514	39,390	
	451,980	257,804	.....	.....	.....	.....	.....	.....	19,166		82,600	11,412	9,847	20,253	9,416	—2,361	5,571	3,499	17,517	
Amer. Auto. ....	1,940,186	902,802	117,405	310,423	1,155	.....	10,354	63,688	442,540	Chgo. Ice Pro. M. L.	97,097	24,933	6,092	46,357	.....	.....	.....	.....	15,168	
	807,982	409,869	8,423	160,631	.....	.....	2,984	20,288	205,694		41,802	9,716	1,102	23,916	.....	.....	.....	.....	6,658	
Amer. Cas., Pa. ....	870,281	199,963	73,758	226,227	30,549	28,593	36,973	47,657	95,143	Chgo. Mu. Pitt. Gl.	6,325	.....	.....	.....	.....	.....	6,325	.....	.....	
	364,109	109,969	25,269	85,265	946	8,528	23,707	15,797	60,131		2,627	.....	.....	.....	.....	.....	2,627	.....	.....	
Amer. Empl. ....	657,080	188,806	102,676	171,162	18,767	7,748	16,066	39,320	92,848	Citizens Cas. ....	507,114	233,731	182,865	17,074	.....	.....	22,397	.....	51,137	
	268,739	64,774	16,262	105,676	.....	.....	.....	.....	51,302		190,106	92,429	14,449	4,785	.....	.....	57,655	.....	29,916	
Amer. F. & C. ....	351,702	264,615	.....	.....	.....	.....	.....	.....	81,087	Columbia Cas. ....	193,723	20,671	22,572	61,127	29,648	7,092	7,739	13,073	15,960	
	338,778	150,877	.....	.....	.....	.....	.....	.....	86,292		.....	.....	5,299	16,992	7,150	286	3,266	974	4,672	
Am. Gr. & Liab. ....	286,179	1,336	2,422	196,923	57,059	.....	5,835	1,888	.....	Cook Co. Fmrs. M.	70,763	22,647	2,116	.....	.....	.....	.....	.....	.....	
	215,524	—2,150	1,063	202,491	7,172	.....	.....	197	2,586		28,879	4,578	27	.....	.....	.....	.....	.....	23,066	
Amer. Indem. ....	309,444	139,119	10,760	.....	2	96	14,595	14,970	102,617	Commer. Cas. ....	603,266	152,701	151,989	74,670	15,555	6,467	23,883	33,256	63,311	
	172,288	70,432	1,651	.....	—27	.....	4,840	2,487	79,314		175,943	47,313	32,480	16,423	—1,668	—145	10,231	8,279	21,929	
Amer. Mot. ....	307,708	120,036	7,986	82,038	23,695	4,418	1,096	2,499	37,714	Commer. Std. ....	118,080	40,163	3,328	28,412	.....	.....	11,386	236	23,070	
	264,202	26,356	926	56,651	1,362	3	400	28	168,034		113,674	30,049	167	20,309	.....	.....	7,826	34	41,703	
Am. Mut. Liab. ....	1,411,287	47,155	68,097	1,165,609	9,672	125	352	8,761	32,781	Conn. Indem. ....	33,983	10,335	1,511	.....	.....	.....	754	1,186	11,196	
	886,462	28,377	10,164	779,174	.....	.....	.....	2,043	19,256		.....	4,868	.....	.....	.....	.....	.....	192	4,703	
Am. Ployhds. ....	23,355	159	1,529	316	.....	.....	.....	.....	334	Consol. Und. ....	291,141	51,254	4,057	74,310	.....	.....	.....	.....	84,000	
	10,810	.....	.....	506	.....	.....	.....	.....	284		95,587	12,163	199	47,672	.....	.....	.....	.....	22,779	
Amer. Reins. ....	260,092	35,776	15,616	81,273	78,907	34,064	15	4,093	10,631	Continental Cas.	5,498,992	819,091	205,632	1,022,834	165,225	108,518	119,684	268,949	247,468	
	123,516	54,500	.....	25,576	80,759	—374	.....	8,452	.....		2,193,641	427,757	115,526	476,427	37,718	—15,087	61,125	70,853	194,879	
Amer. States .....	609,754	165,490	21,257	62,868	4	.....	4,707	16,814	237,687	Eagle Indem. ....	422,707	83,765	54,704	128,317	14,023	11,729	13,894	52,324	38,172	
	231,416	61,658	507	22,109	.....	.....	1,182	6,856	110,444		172,932	32,563	21,195	71,790	328	.....	2,700	10,239	26,873	
Amer. Surety .....	542,844	45,618	34,180	58,618	282,319	38,352	10,032	27,878	25,663	Economy Auto. ....	640,456	213,456	861	.....	.....	.....	21	.....	296,650	
	58,123	6,234	2,917	32,962	4,470	4,822	4,652	3,006	9,660		203,666	54,492	.....	.....	.....	.....	.....	.....	113,939	
Anchor Cas. ....	14,998	5,413	581	214	335	.....	173	576	5,447	Emmco .....	230,609	125,346	15,344	14,874	060	541	1,844	8,915	92,034	
	713	.....	.....	.....	.....	.....	.....	.....	846		60,514	33,619	369	2,629	.....	.....	.....	27	25,236	
Arax Indem. ....	13,329	2,148	8,151	.....	19	.....	98	1,468	329	Empl. Cas. ....	55,327	10,353	1,900	8,023	.....	899	266	.....	21,901	
	3,062	.....	2,969	.....	.....	.....	.....	.....	92		16,582	1,507	8	5,355	.....	.....	490	.....	8,432	
Assoc. Ind. ....	82,103	644	4,923	72,668	5	10	50,395	63,409	.....	Empl. Liab. ....	1,240,527	218,668	116,563	519,280	29,484	8,232	33,910	69,248	124,601	
	61,509	11,280	3,800	46,888	.....	.....	.....	.....	—532		555,395	94,125	14,884	305,921	4,881	—139	17,200	29,906	63,576	
Au. Club Ex., Mo. ....	109,162	44,144	.....	.....	.....	.....	.....	.....	48,581	Empl. Mut. Cas.	570,090	122,911	42,023	298,224	.....	1,034	833	1,440	78,785	
	45,217	17,732	.....	.....	.....	.....	.....	.....	23,368		236,998	55,577	7,502	116,892	.....	.....	209	859	51,140	
Bankers Ind. ....	703,922	117,397	145,343	266,855	28	.....	49,773	859	2,802	Empl. Mut. Liab.	2,380,543	174,442	183,758	1,870,316	839	3,796	6,385	141,006	.....	
	22,685	12,453	.....	12,250	.....	.....	21,660	15,221	26,751		1,329,323	59,939	25,173	1,065,262	.....	.....	841	589	77,439	
Bituminous Cas. ....	2,881,810	39,245	178,941	2,582,258	.....	.....	.....	.....	81,305	Empl. Reins. ....	605,023	215,494	49,450	126,394	.....	.....	808	49,515	15,430	
	1,325,057	5,544	30,085	1,272,618	.....	.....	.....	.....	25,815		141,103	82,484	—5,193	40,040	8,320	375	.....	3,186	1,981	
Car & Genl. ....	446,539	140,666	144,983	77,429	533	—82	2,072	15,710	64,999	Equity Mut. ....	100,179	9,561	26,476	86,228	.....	5,412	221	2	22,282	
	160,022	72,810	17,170	32,399	.....	—3,066	2,557	4,776	33,317		86,362	7,891	12,669	23,272	.....	1,374	228	.....	10,933	

## MEEKER-MAGNER COMPANY

General Agents

GENERAL ACCIDENT  
FIRE AND LIFE ASSURANCE CORP., Ltd.

Assets \$54,219,024.45

Surplus to Policyholders \$24,373,519.92

1821 Insurance Exchange Bldg., Chicago, Ill. • Phone Wabash 0460



	Total Prema. and Losses	Auto. Liab. Prema. and Losses	Other Liab. Prema. and Losses	Work. Comp. Prema. and Losses	Fidel. Prema. and Losses	Surety Prema. and Losses	Plate Glass Prema. and Losses	Burg. Theft Prema. and Losses	P. D. & Coll. Prema. and Losses		Total Prema. and Losses	Auto. Liab. Prema. and Losses	Other Liab. Prema. and Losses	Work. Comp. Prema. and Losses	Fidel. Prema. and Losses	Surety Prema. and Losses	Plate Glass Prema. and Losses	Burg. Theft Prema. and Losses	P. D. & Coll. Prema. and Losses
Europ. Gen. Re.	813,700	104,046	55,918	28,686	175,324	60,255	114,600	37,038		Pac. Empl.	11,077	170	258	10,374					447
Excess	269,964	89,546	37,584	6,162	29,750	845	35,993	2,551		Peerless Cas.	8,031		—610	7,921					109
Fact. Mut. Liab.	175,538	7,626	3,250	48,802	9,245	2,866	3,046	2,759		Penn. Cas.	53,334	24,235		23,481	3,314			3,153	295
Farmers Auto.	12,331	4,868			5,087	543		867		Phoenix Ind.	4,608	3,000		1,775	—167				Great
F. & C.	283,066	251,947	4,757					119		Prairie Ste. Farm.	269,140	79,010	23,584	109,083			5,148	9,607	42,708
F. & D.	418,194	55,662						2,243		Preferred Acc.	238,528	116,994	3,274	51,168			1,959	2,544	62,361
Fidelity Mut.	3,003,243	350,574	282,847	1,350,054	147,548	57,118	66,904	153,328		Progress	739,249	135,002	176,200	250,234			33,516	38,597	56,226
Fireman's Fd. Ind.	1,258,261	138,350	61,981	725,381	28,009	—818	29,467	47,069		Royal Indem.	44,505	16,243		11,044			18,954	9,370	22,325
Freeport Mo. Cas.	918,133				504,294	282,634	18,964	111,428		Rtl. Mt. Dirs. MPL	648,328	306,766	25,762	54,901	12,156		10,531	52,485	140,463
Founders M. C.	94,967		22		67,877	2,027	8,121	16,919		Seaboard Sur.	258,504	162,114	5,832	35,845	673		2,100	17,914	94,835
Gen. Acc.	5,772							3,071		Security M. C.	78,400	33,457							33,136
Gen. Cas. & Wia.	156,911	36,184	25,849	38,504	14,728	7,658	6,506	9,980		Shelby Mut. Cas.	26,077	11,384							12,777
Gen. Cms. Wash.	42,302	10,976	4,709	14,107	1,580	—3,006	2,288	1,403		Standard Acc.	14,418	7,297	1,475	93					5,132
General Reins.	901,338	378,274	11,983					374,825		Standard M. C.	3,408								3,322
Gen. Trans. C. & S.	280,463	78,903	656					162,383		Standard S. & C.	932,162	154,246	126,524	337,887	46,196	9,845	30,774	66,771	80,459
Glens Falls Ind.	1,868,066	492,657	198,005	628,069	18,962	122,029	243,304			Ste. Auto. Ind.	417,872	81,853	34,515	224,209	242		10,514	18,138	36,188
Globe Indem.	894,576	191,107	43,320	427,422			5,154	38,175		Ste. Auto. Ind.	393,673	67,216	287,057	76,888	20,154	68,717	4,537	20,011	37,962
Grt. Amer. Ind.	400,936	188,441	7,452				958	8,301		Ste. Auto. Ind.	104,978	26,059	32,563	23,698	821	—579	1,159	6,706	14,515
Grt. Central Mut.	129,018	18,408	608				433	768		Ste. Farm. Mu. A.	159,158		15,258	87,001	40,921	19	2,913	3,446	
Guarantee, N. A.	111,887	27,038	50,671	697	4,480	3,598	429	7,312		Suburb Cas.	612,286	91,288	40,299	428,855	17,042	1,478		1,619	14,085
Hardware Ind.	23,987	5,253	27,964	29	—826		154	575		Trinity Univ.	344,133	27,561	14,828	255,327	256				3,603
Hardware M. C.	228,719	84,590	27,064	31,529	109,712	39,902	1,653	40,535		Union Auto. Ind.	43,445		226				40,873	2,662	
Hartford A. & F.	72,934	15,630		12,715	19,527	956	15,286			United Natl. Ind.	1,737,052	224,426	312,447	585,842	80,606	104,191	64,097	88,286	139,582
Hawkeye Cas.	683,318	79,537	20	50,698			100	1,252		United Pacific	553,332	56,221	45,897	269,997	8,674	5,401	30,909	33,458	57,543
Highway M. C.	397,359	34,472		11,256			1,252			U. S. Casualty	321,371	84,420							105,963
Home Ind., N. Y.	674,035	136,606	94,311	215,058	21,077	53,886	37,424	47,713		U. S. F. & G.	82,171	28,999							46,789
Hoodier Cas.	205,008	49,862	17,235	79,190	—482	174	13,802	14,100		U. S. Guarant.	386,954	109,021	40,672	125,398	6,997	4,393	15,745	24,324	50,473
I. E. A. Mut.	1,073,882	165,982	115,419	317,201	119,934	21,732	55,762	93,931		U. S. Mutual	138,035	34,048	8,378	49,654	—175	305	7,296	9,786	28,744
Ill. Agr. Mut.	388,994	50,234	28,276	165,481	10,336	—1,921	19,041	15,812		Universal Ind.	13,133	2,513							4,964
Ill. Mut. Pit. Gl.	323,415	78,741	36,462	103,576	20,757	8,245	13,783	16,884		Utica Mutual	5,719	315							4,404
Ill. Natl. Cas.	122,948	36,111	5,818	52,812	—278	595	3,279	18,211		Va. Surety	318	122							132
Indemnity, N. A.	300,574							300,574		Western C. & S.	2,537,898	1,099,806	5,736						79
Int.-Ex. Ch. M.C.	9,585			6,182	3,113			9,585		Western Surety	1,441,787	469,342	533						1,181,874
Iowa Mut. Cas.	23,487	6,695	2,027	9,514			303	742		W. States Mut. Au.	435,198	174,324							824,153
La. Mut. Liab.	20,177	2,415	4,561	9,213			281	388		Wia. Mut. Pit. Gl.	178,028	57,763							185,375
La. Salle M. C.	1,174,607	226,706	88,518	563,710	20,653	20,183	250,357			Wolverine	181,833	52,810	24,104	46,191	2,641	303	15,712	12,249	27,421
Liberty Mut.	449,465	59,229	4,327	253,110	7,629	3,377	118,771			Yorkshire Ind.	67,042	16,543	6,271	18,875	332	—33	7,377	1,679	12,894
Lomb. M. C. III.	5,234,347	1,015,959	531,537	2,907,673	220,943	232,882	72,889	217,973		Zurich	4,797,508	6,856	3,430	154,419					2,942
Lomb. Gr. & Acc.	2,530,884	492,953	122,301	1,481,576	15,246	13,239	32,720	44,420		Total Prema.	3,104,822	16,413	19,588	162,947					331,993
Mach. Mut. Au.	611,542	194,134	5,602	27,051	539	6,284	1,084	3,699		Total Losses	4,058,801	599,122	367,357	2,358,011	84,707	65,255	38,309	195,474	331,993
Mach. & Mer. Ind.	220,512	64,628	172	6,723			394	587		Auto B. I. Prema.	1,784,263	194,746	12,935	14,776	2,158	1,764	146,608	8,912	129,758
Maryland Cas.	356,288	120,641	78,033	6,406	23,647	14,297	20,370	30,366		Auto B. I. Losses	514,939	130,346	10,902	1,104	2,902	14	60,951	822	67,794
Med. Prot.	144,311	63,179	24,140	7,705	8,249	—310	9,000	9,608		Other Liab. Prema.	450,742	154,846	4,883						219,483
Mellon Indem.	185,408	38,891	16					25,881		Other Liab. Losses	188,083	72,753	204						99,526
Merchants Ind.	88,969	11,869						23,083		W. C. Prema.	65,600	38,525	2,566	2,067			1,228	2,319	18,794
Metro. Cas.	32,228	5,492						7,676		W. C. Losses	9,789	4,022	25	47			51	55	5,589
Mich. Mut. Liab.	4,096	243						1,488		Fid.-Sur. Prema.	4,430			2,743	1,688				
Mid-States	3,428,814	1,050,495	184,173	3,232,954	4,373		1,838,954			Fid.-Sur. Losses	448,682	80,690	59,827	183,476	17,592	5,973	12,105	28,651	41,610
Mot. Vehicle Cas.	1,495,113	193,309	48,386				1,137,901			Colonial L. H. & Ac. Co.	177,568	29,458	6,894	101,755	4,185	5,208	12,062	8,839	22,467
Natl. Auto. Cas.	12,466						12,466			Combined Mut. Cas. Co.	3,275,205	474,538	427,876	970,083	403,086	289,144	86,068	264,972	259,107
Natl. Cas.	985,278	331,551	2,736				436,2	469,784		Commercial Life	1,089,655	173,370	49,577	521,675	40,670	911	44,991	65,721	147,184
Natl. Grg. Mu. L.	877,953	83,188						239,404		Country Life	198,993	10,926	3,456	932	80,022	56,100	238	26,813	19,359
Natl. Surety	1,105,932	235,528	250,431	250,812	66,518	24,536	17,943	70,330		Eagle Indemnity Co.	23,554	3,693	200	1,661	2,343	—25	238	8,505	6,639
New Amst. Cas.	892,835	79,249	32,079	166,423	11,029	—1,015	7,110	13,259		Economy Auto	149,796	82,037							114,723
N. Y. Cas.	3,039,348	1,135,758	1,896				1,339,813			Emp. Mut. Benefit Assur.	52,606	35,878							60,501
N. W. Cas.	1,340,402	383,366	31				830,099			Fireman's Fund Ind. Co.	33,878	17,465							16,728
N. A. C. & S. Re.	33,012	7,681	2,035	5,125			5,287	12,227		Franklin Life	6,736	785	837	4,137					16,413
N. W. Natl. Cas.	4,872	154	99					3,479		General Amer. Life	122,517	81,134							431
Norwich Un. Ind.	618,144	129,219	37,242	234,130			1,611	163,871		Gen. Acc. F. & L. Assur.	55,146	31,373							41,382
Ocean Ac.	354,827	26,429	1,433	94,974				82,766		Imperial Indem. Co.	698,099	115,242	165,421	230,825	8,206	22,756	23,383	22,295	103,712
Ohio Cas.	45,900						45,900			Equit. Life Assur. of U. S.	230,829	28,289	46,743	121,577	1,747	16,721	9,977	6,897	33,855
Ohio Fmra. Ind.	19,487							19,487		Excess Ins. Co. of Am.	41,220								
	3,878,832	270,796	275,645	3,005,352	73,417		7,337	45,724		Federal Life	234,491	29,831	29,899	103,490	9,772	21,555	8,751	8,680	19,564
	2,313,398	138,072	69,034	1,866,768	84,923		3,961	11,688		Federal Life & Cas. Co.	62,596	1,674	1,972	42,454	243		4,305	430	8,082
	181,582	45,014	22,766	33,177	4,145	6,997	15,428	14,315		Fid. & Cas. Co. of N. Y.	272,104	90,454							128,686
	60,510	15,996	7,883	10,895	179	—188	6,670	2,391		Gen. Acc. F. & L. Assur.	84,103	13,314							48,353
	1																		



P. D. & Coll. Prema. and Losses	Net Prema.	Paid Losses	National Life & Accident	Net Prema.	Paid Losses	United States Life, N. Y.	Net Prema.	Paid Losses	Travelers Indem.	Net Prema.	Paid Losses
General Reins. Corp.	202,327	8,048	Natl. Travelers Cas. Co.	859,185	300,124	22,809	15,093	15,093	47,752	24,095	24,095
George Rogers Clark Cas.	983,859	287,301	New Amsterdam Cas. Co.	60,855	12,760	5	5	5	877,002	339,796	339,796
Glens Falls Ind. Co.	1,509	2,693	No. American Accident.	15,624	4,561	976,021	385,928	385,928	1,372,147	374,614	374,614
Globe Ind. Co.	88,060	39,140	Ocean Acc. & Guar. Corp.	1,016,754	327,339	1,260	365	365			
Golden State Mut. Life.	23,291	6,248	No. American Life.	8,292	892	2,950	534	534			
Great Amer. Ind. Co.	8,480	731	Northern Mut. Cas. Co.	559,147	171,665	1,317	123	123			
Great Northern Life.	168,796	42,154	Northern Trust Life.	58,442	1,978	48,229	2,569	2,569			
Great-West Life Assur.	94,073	47,972	Norwich Union Ind. Co.	788	87,308	259,720	105,145	105,145			
Guarantee Trust	394,523	94,538	Occidental Life	146,129	87,308	316	316	316			
Hardware Mut. Cas. Co.	4,480	4,110	Ocean Acc. & Guar. Corp.	83,108	37,364	122,377	37,001	37,001			
Hartford Acc. & Ind. Co.	138,781	34,520	Ohio Casualty	23,189	5,491	330,490	102,107	102,107			
Hawkeye Cas. Co.	20	2,317	Ohio Farm. Ind. Co.	2,317	363	1	23	23			
Home Indemnity Co.	4,821	760	Ohio State Life.	16,030	4,907	819,753	513,138	513,138			
Hoosier Cas. Co.	77,448	29,219	Old Line Life.	126,212	40,873	\$47,145,550	\$22,033,666	\$22,033,666			
I. E. A. Mut.	16,549	2,068	Pacific Mutual Life.	307,405	166,483	41,444,773	19,004,892	19,004,892			
Illinois Bank Life Assur.	262,635	82,335	Paul Revere Life.	336,281	120,128						
Ill. Coml. Men's Assn.	1,076,841	498,421	Peerless Cas. Co.	25	25						
Illinois Mut. Cas. Co.	620,609	267,649	Pennsylvania Cas. Co.	26,398	1,438						
Ill. Trav. Men's H. Assn.	878,018	577,851	Phoenix Ind. Co.	660	21						
Indem. Ins. Co. of N. A.	54,359	12,626	Pioneer Life	600	51						
Industrial Cas. Co.	174,094	47,874	Plain Dealers Mut. Cas.	104,570	43,565						
Inter-State Bus. Men's Ac.	60,044	24,119	Preferred Accident	39,564	61,189						
Inter-Ocean Cas. Co.	68,729	16,755	Protective Ind. Co.	1,606	322,099						
Interstate Reserve	69,146	2,547	Provident Life & Acc.	604,188	94,266						
John Hancock Mut. Life.	730,120	430,654	Prudence Life	290,552	676,782						
Kemba Mut. Ins. Assn.	30,699	34,899	Prudential Ins. Co. of Am.	1,067,845	20,154						
Liberty Mutual	2,699	128	Reserve Mut. Cas. Co.	20,154	6,779						
Lincoln National Life.	19,099	7,261	Royal Indemnity Co.	108,192	34,998						
Lon. & Lanc. Ind. of Am.	19,704	3,905	St. Paul-Mercury Ind. Co.	1,238	8,830						
Lon. Guar. & Acc. Co.	59,275	8,137	Security Mut. Cas. Co.	1,260	17,258						
Loyal Protective Life.	62,515	15,192	Security Mutual Life.	1,177	307						
Lumbermens Mut. Ca. Co.	93,929	24,696	Shelby M. Cas. Shelby O.	54	42,810						
Marquette Life	4,239	912	Standard Accident	123,295	15,804						
Manufacturers Cas.	933	19,037	Stand. Sur. & Cas. Co.	303	118,804						
Maryland Cas. Co.	62,579	67,397	Sterling	471,720	3,495						
Mass. Bonding	178,907	41,655	Sun Indem. Co. of N. Y.	4,632,803	2,905,875						
Mass. Indemnity	169,663	238,510	Travelers	4,632,803	19,125						
Mass. Protect. Assn. Inc.	581,889	238,510	Union Cas. Co.	32,280	537						
Merch. Ind. Corp. of N. Y.	17	107,499	Union Labor Life.	5,607	253,558						
Metropolitan Cas. Co.	159,789	107,499	Union Life	799,337	561,580						
Metropolitan Life	4,292,808	2,712,846	United	2,332,670	110,637						
Midwest Mutual	4,189	48,463	United Benefit Life.	308,520	3,817						
Modern Life & Acci.	216,983	34,360	United Mutual Life.	10,850	3,584						
Monarch Life	240,487	130,060	United National Ind. Co.	15,513	45,486						
Motor Vehicle Cas. Co.	226,782	153,573	United States Cas. Co.	15,513	3,584						
Mun. Emp. In. As. Chgo.	226,782	153,573	U. S. Fid. & Guar. Co.	99,448	7,361						
Mut. Ben. H. & A. Assn.	2,980,977	1,160,411	United States Guar. Co.	1,148	697						
National Cas. Co.	202,554	78,154	United States Mutual.	21,252							

## HOSPITAL ASSOCIATIONS

Net Prema.	Paid Losses
Assoc. Hosp. Danville...	67,138
Assoc. Hosp. Serv. Ill.	356,402
Cen. Ill. Hosp. Serv.	626,785
Decatur Hosp. Serv.	158,211
Grp. Hosp. Serv. Ill.	393,914
Hosp. Serv. Ill.	6,135,617
No. Ill. Hosp. Serv.	719,476
Union Hosp.	52,084

Totals \$8,115,663 \$6,306,988

1944 7,044,782 5,298,296

## CREDIT

Net Prema.	Paid Losses
Amer. Credit Indem.	231,524
Employers Reins.	80,429
European Gen. Re.	73,135
General Reins.	56,751
London Guar. & Acc.	95,300
Mid-States	54,216

Totals \$591,355 \$3,108

1944 596,805 \$3,793

## LIVE STOCK

Net Prema.	Paid Losses
Hartford A. & I.	5,176
Hartford Live Stock	146,267
Ill. Agr. Mut.	2,335

Totals \$154,768 \$6,586

1944 137,999 \$4,828

## SPRINKLER &amp; WATER DAMAGE

Net Prema.	Paid Losses
Aetna Cas.	42,248
Indemnity, N. A.	368
London Lloyds	257
Maryland Cas.	677
Metropolitan Cas.	17
Ocean Accident	68
Phoenix Indemnity	138
United Natl. Indem.	80
U. S. F. & G.	862

Totals \$44,715 \$5,954

1944 21,004 7,493

## MICHIGAN Casualty Net Premiums and Paid Losses in 1945

		Total Prema. and Losses	Auto. Liab. Prema. and Losses	Other Liab. Prema. and Losses	Work. Comp. Prema. and Losses	Fidel. Prema. and Losses	Surety Prema. and Losses	Plate Glass Prema. and Losses	Burg. Theft Prema. and Losses	P. D. & Coll. Prema. and Losses	Total Prema. and Losses	Auto. Liab. Prema. and Losses	Other Liab. Prema. and Losses	Work. Comp. Prema. and Losses	Fidel. Prema. and Losses	Surety Prema. and Losses	Plate Glass Prema. and Losses	Burg. Theft Prema. and Losses	P. D. & Coll. Prema. and Losses
18,794	5,589																		
41,610	25,047																		
259,107	143,134																		
10,659	6,639																		
114,723	60,501																		
16,728	16,413																		
431	41,383																		
23,773	103,712																		
33,555	19,564																		
8,082	128,668																		
48,353	97,509																		
51,579	24,863																		
10,348	150,593																		
105,167	1944																		
6,351,511	624,811																		
1,682,661	1,317,608																		
3,865,283	9,960,316																		
1,905,616	1,613,383																		
1,613,383																			



	Total Prenu. and Losses	Auto. Liab. Prenu. and Losses	Other Liab. Prenu. and Losses	Work. Comp. Prenu. and Losses	Fidel. Prenu. and Losses	Surety Prenu. and Losses	Plate Glass Prenu. and Losses	Burg. Theft Prenu. and Losses	P. D. & Coll. Prenu. and Losses	Total Prenu. and Losses	Auto. Liab. Prenu. and Losses	Other Liab. Prenu. and Losses	Work. Comp. Prenu. and Losses	Fidel. Prenu. and Losses	Surety Prenu. and Losses	Plate Glass Prenu. and Losses	Burg. Theft Prenu. and Losses	P. D. & Coll. Prenu. and Losses	
Lib. Mu. Cas., Ill.	1,132,000	111,246	71,843	739,905	18,942	21,131	118,025	2,288,966	984,963	12,060	2,288,966	984,963	12,060	2,288,966	984,963	12,060	2,288,966	984,963	1,654,366
Mfrs. Cas.	245,273	35,560	8,501	168,252	4,050	739	1,472	2,067,501	2,067,501	2,067,501	2,067,501	2,067,501	2,067,501	2,067,501	2,067,501	2,067,501	2,067,501	2,067,501	845,946
Mfrs. & Mer. Ind.	201,472	12,129	5,877	138,081	2,068	2,068	7,165	2,288,966	984,963	12,060	2,288,966	984,963	12,060	2,288,966	984,963	12,060	2,288,966	984,963	33,003
Maryland Cas.	1,131,025	181,436	70,102	422,690	97,183	73,223	23,080	96,914	80,738	35,222	96,914	80,738	35,222	96,914	80,738	35,222	96,914	80,738	21,998
Mass. Bond.	487,213	46,757	9,972	313,399	11,776	21,420	10,942	24,329	72,693	30,147	24,329	72,693	30,147	24,329	72,693	30,147	24,329	72,693	8,844
Mass. Plt. Gl.	253,817	59,263	9,007	50,251	9,195	772	9,901	10,427	54,487	2,342,338	108,547	24,364	623,924	29,040	65,580	35,376	29,070	137,749	275,412
Med. Prot.	64,191	64,191	64,191	64,191	64,191	64,191	64,191	64,191	64,191	344,737	344,737	344,737	344,737	344,737	344,737	344,737	344,737	344,737	166,172
Metals Mutual.	52,783	52,783	52,783	52,783	52,783	52,783	52,783	52,783	52,783	14,156	14,156	14,156	14,156	14,156	14,156	14,156	14,156	14,156	4,942
Metro. Cas.	105,761	40,587	15,495	1,294	4,807	7,738	10,532	12,511	7,805	2,860	1,198	1,300	7,282	902	202	184	1,190	487	297
Mellon Ind.	442	12,635	2,940	759	4,490	3,596	1,504	7,805	7,805	4,645	4,645	4,645	4,645	4,645	4,645	4,645	4,645	4,645	1,129
Mich. Mut. Auto.	306,296	123,822	123,822	123,822	123,822	123,822	123,822	123,822	123,822	107,668	107,668	107,668	107,668	107,668	107,668	107,668	107,668	107,668	6,069
Mich. Mut. Liab.	7,274,035	855,161	200,624	4,338,942	6,859	8,362	1,249,912	1,249,912	1,249,912	15,237	15,237	15,237	15,237	15,237	15,237	15,237	15,237	15,237	3,325
Mich. Surety	150,278	250,858	250,858	250,858	250,858	250,858	250,858	250,858	250,858	1,127	1,127	1,127	1,127	1,127	1,127	1,127	1,127	1,127	316
Mid-States	109,009	6,856	2,638	2,003	2,003	2,003	2,003	2,003	2,003	2,003	2,003	2,003	2,003	2,003	2,003	2,003	2,003	2,003	8,904
Motor Indem.	39,878	2,638	2,638	2,638	2,638	2,638	2,638	2,638	2,638	2,638	2,638	2,638	2,638	2,638	2,638	2,638	2,638	2,638	38,948
Motor Veh. Cas.	34,245	7,387	88	34,245	7,387	88	34,245	7,387	88	34,245	7,387	88	34,245	7,387	88	34,245	7,387	88	753
Natl. Grg. Mut.	29,908	12,980	872	29,908	12,980	872	29,908	12,980	872	29,908	12,980	872	29,908	12,980	872	29,908	12,980	872	2,739
Natl. Casualty	460,072	7,459	2,711	8,681	4,370	2,790	4,616	4,249	4,249	38,551	38,551	38,551	38,551	38,551	38,551	38,551	38,551	38,551	25,505
Natl. M. Pl. Gl.	7,725	3,627	3,627	3,627	3,627	3,627	3,627	3,627	3,627	66,313	66,313	66,313	66,313	66,313	66,313	66,313	66,313	66,313	13,270
Natl. Surety	376,605	499	2,920	269	232,729	52,923	6,936	80,074	255	1,546,591	1,546,591	1,546,591	1,546,591	1,546,591	1,546,591	1,546,591	1,546,591	1,546,591	141,502
New Amst. Cas.	594,513	92,565	82,658	198,451	50,711	13,252	15,023	74,485	59,738	59,738	59,738	59,738	59,738	59,738	59,738	59,738	59,738	59,738	73,739
N. Y. Cas.	207,278	39,708	5,767	91,041	1,889	2,114	4,177	21,356	44,657	58,124	58,124	58,124	58,124	58,124	58,124	58,124	58,124	58,124	756,942
N.W. Natl. Cas.	10,192	5,696	348	5,107	609	874	247	1,161	2,865	3,498	3,498	3,498	3,498	3,498	3,498	3,498	3,498	3,498	19,213
Norwich Un. Ind.	3,748	895	288	20	21,325	294	1,26	1,091	1,642	3,748	3,748	3,748	3,748	3,748	3,748	3,748	3,748	3,748	13,840,605
Ocean Acc.	122,509	18,109	9,209	48,677	11,990	1,233	2,917	8,756	9,630	122,509	122,509	122,509	122,509	122,509	122,509	122,509	122,509	122,509	8,026,448
Ohio Cas.	36,604	2,096	2	21,325	294	1,26	1,091	1,642	3,818	36,604	36,604	36,604	36,604	36,604	36,604	36,604	36,604	36,604	10,153
Ohio Farm. Ind.	135,074	42,424	7,861	10,575	94	72	7,396	13,442	48,467	135,074	135,074	135,074	135,074	135,074	135,074	135,074	135,074	135,074	15,686
Ohio Farm. Ind.	50,390	26,533	911	10,575	94	72	1,932	1,583	15,066	50,390	50,390	50,390	50,390	50,390	50,390	50,390	50,390	50,390	15,686
Pac. Empl.	113,399	1,255	3,209	107,305	1,128	511	10,972	18	1,574	53,968	53,968	53,968	53,968	53,968	53,968	53,968	53,968	53,968	600
Peerless Cas.	44,286	164	68	546	2,425	35,408	86	83	2,500	44,286	44,286	44,286	44,286	44,286	44,286	44,286	44,286	44,286	11,566
Penn. Cas.	7,611	1,625	84	8,509	15	15	15	15	15	37,877	37,877	37,877	37,877	37,877	37,877	37,877	37,877	37,877	45,976
Phoenix Ind.	325,555	79,583	35,775	96,622	2,012	16,437	36,123	45,976	45,976	97,893	97,893	97,893	97,893	97,893	97,893	97,893	97,893	97,893	23,907
Preferred Acc.	107,823	32,769	5,229	8,820	2,113	781	2,079	11,637	18,275	107,823	107,823	107,823	107,823	107,823	107,823	107,823	107,823	107,823	18,275
Preferred Auto.	633,586	181,920	7	2,382	—323	18,931	528	6,942	12,551	633,586	633,586	633,586	633,586	633,586	633,586	633,586	633,586	633,586	330,921
Profess'l Wnd.	331,831	1,621	56,316	331,831	1,621	56,316	331,831	1,621	56,316	331,831	331,831	331,831	331,831	331,831	331,831	331,831	331,831	331,831	211,444
Prot. Indem.	15,093	4,191	1,909	708	2,330	1,485	2,330	1,485	2,330	15,093	15,093	15,093	15,093	15,093	15,093	15,093	15,093	15,093	512
Royal Indem.	919,126	98,888	73,492	413,431	49,547	3,223	9,417	38,479	68,750	919,126	919,126	919,126	919,126	919,126	919,126	919,126	919,126	919,126	330,921
St. P.-Mer. Ind.	563,454	76,048	91,937	235,024	2,197	3,352	8,949	70,353	92,865	563,454	563,454	563,454	563,454	563,454	563,454	563,454	563,454	563,454	211,444
Seaboard Sur.	148,815	27,567	7,604	27,647	3,471	3,355	9,562	20,959	55,723	148,815	148,815	148,815	148,815	148,815	148,815	148,815	148,815	148,815	55,723
Seaboard Sur.	290,377	66,328	11,075	6,664	49,023	139,647	6,255	1,980	4,421	7,941	7,941	7,941	7,941	7,941	7,941	7,941	7,941	7,941	1,980
Sec. Mut. Cas.	56,235	21,741	3,486	26,195	1,272	5,148	743	4,421	15	56,235	56,235	56,235	56,235	56,235	56,235	56,235	56,235	56,235	15
Shelby Mut. Cas.	56,235	21,741	3,486	26,195	1,272	5,148	743	4,421	15	56,235	56,235	56,235	56,235	56,235	56,235	56,235	56,235	56,235	15
Standard Acc.	1,651,177	166,611	134,927	530,723	245,433	11,332	28,304	78,862	105,537	1,651,177	1,651,177	1,651,177	1,651,177	1,651,177	1,651,177	1,651,177	1,651,177	1,651,177	105,537
Stand. S. & C.	511,442	34,703	14,235	252,942	14,716	30,029	11,880	27,969	62,250	511,442	511,442	511,442	511,442	511,442	511,442	511,442	511,442	511,442	62,250
State Auto. Mut.	147,328	30,865	17,919	48,843	4,559	1,032	10,618	14,816	19,121	147,328	147,328	147,328	147,328	147,328	147,328	147,328	147,328	147,328	19,121
State Auto.	378,275	106,180	2,640	11,919	269	3,606	5,873	11,123	15,123	378,275	378,275	378,275	378,275	378,275	378,275	378,275	378,275	378,275	15,123
	192,168	30,409	210			366	398	128,067		192,168	192,168	192,168	192,168	192,168	192,168	192,168	192,168	192,168	366

HOSPITAL ASSOCIATIONS				Net Prenu. and Losses	Paid Losses
Amer. Hosp. Med. Benefit.	\$1,884,577	\$1,884,577	\$1,884,577	25	.....
Assoc. Mut. Hosp. Serv.	1,062,309	1,062,309	1,062,309	541	444
Mich. Hosp. Serv.	8,165,100	8,165,100	8,165,100	26,908	8,418
Mich. Medical Serv.	5,301,694	4,155,403	4,155,403	394	24
Totals	\$16,435,977	\$13,590,204	\$13,590,204	36,067	6,699
1944	14,002,212	10,308,377	10,308,377	26,908	8,418

STEAM BOILER & MACHINERY				Net Prenu. and Losses	Paid Losses
Aetna Cas. ....	\$ 1,396	\$ 1,396	\$ 1,396	20,841	12,004
Amer. Employers ..	18,892	4,029	4,029	281,562	138,942
Am. Guar. & Liab. .	26,054	2,495	2,495	Beneficial Stand. Life.	426
Amer. Reinsurance .	74	74	74	Buckeye Un. Cas.	5,377
Columbia Cas. ....	—11,187	9,670	9,670	B. M. A. ....	119,407
Continental Cas. .	—8,279	2,718	2,718	Celina Mut. Cas.	200
Eagle Indemnity .	3,729	1,166	1,166	Central Surety ..	61
Employers Liab. .	15,720	2,374	2,374	Century Indem. .	5,337
Employers Reins. .	—389	5,608	5,608	Columbia Cas. .	1,682
Excess ..	4,126	3,866	3,866	Columbian Natl. Life.	5,608
F. & C. ....	16,752	7,366	7,366	Columbus Mut. Life.	1,930
General Acc. ....	14,136	8,863	8,863	Combined Mut. Cas.	63,32

## DETROIT GROUP OPPORTUNITY

One of the oldest and largest group insurance companies with a substantial volume of business in the Detroit area is seeking an experienced group solicitor. The man desired is capable of assuming full responsibility for both new production and service to long established accounts.

The successful applicant now resides in Detroit, has proved his ability by past performance, is looking for a new connection that will provide opportunities for future growth, and would prefer to be compensated by substantial salary plus liberal bonus for results. Veteran of World War II preferred.

If you are sincerely interested and know you can qualify, write today giving full details regarding educational background and group insurance experience in your first letter.

The members of our organization know of this advertisement.

## Address

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Royal Indemnity	41,212	20,870	Equitable Soc.	772,410	481,604
Security Mut. Cas.	382		Federal Life	121,072	22,117
Standard Acc.	264		Federal Life & Cas.	156,663	30,127
Travelers Indem.	135,923	33,922	P. & C. Ind.	28,922	21,832
			Fidelity	439,006	187,670
			Fireman's Fund Indem.	1,203	2,975
Totals	\$ 571,526	\$ 179,733	Franklin Life	5,916	
1944	1,004,582	159,171	General Acc.	27,358	8,326
			General Am. Life	419,049	348,009
			General Re.	34,594	3,768
			Glens Falls Indem.	1,692	485
			Globe Indem.	34,876	8,512
			Grt. Amer. Indem.	13,559	1,755
			Grt. Northern Life	368,136	128,893
			Great West Life	52,053	38,254
			Hardwar. Mut. Cas.	2,911	456
			Hartford A. & L.	44,699	10,596
			Home Indem.	288	
			Hoosier Cas.	122,852	65,850
			Ill. Mut. Cas.	1,871	851
			Income Guaranty	213,253	119,831
			Indemnity of N. A.	45,660	4,412
			Inter-Ocean Cas.	153,316	51,482
			Inter-State B. M. Acc.	37,090	15,214
			John Hancock	2,224,145	1,912,386
			Kermah Mutual	37,012	42,485
			Liberty Mutual	2,556	1,107
			Life of Va.	917	564
			Lincoln Mut. Cas.	14,330	291
			Lincoln Natl. Life	2,497	1,696
			Lon. & Lan. Indem.	13,769	4,031
			London Guar. & Acc.	4,917	827
			Loyal Prot. Life	97,769	24,442
			Lumber Mut. Cas., Ill.	8,290	6,356
			Manufacturers Cas.	165	
			Maryland Cas.	12,760	8,157
			Mass. Bonding	11,800	50,514
			Mass. Indem.	206,319	25,287
			Mass. Protective	356,319	180,208
			Metropolitan Cas.	11,001	1,487
			Metropolitan Life	5,805,716	3,926,326
			Michigan Life	714,105	671,505
			Mich. Mut. Liab.	76,342	66,436
			Monarch Life	226,292	92,662
			Mut. Benefit H. & A.	4,320,829	1,815,110
			National A. & H.	37,002	15,444
				4,427	143,996



P. D. & Coll. and Losses  
Premia and Losses  
\$54,306  
\$45,946  
\$3,005  
\$1,985  
\$14,313  
\$8,844  
\$275,412  
\$165,172  
\$4,242  
\$1,065  
\$296  
\$95,879  
\$22,759  
\$6,009  
\$3,325  
\$316  
\$272  
\$8,584  
\$8,904  
\$60,945  
\$28,948  
\$2,737  
\$753  
\$733,892  
\$385,242  
\$25,565  
\$6,523  
\$13,270  
\$8,541  
\$141,502  
\$75,722  
\$1944  
\$73,729  
\$750,942  
\$250,528  
\$2,012,538  
\$419,213  
\$3,840,003  
\$8,026,448  
Paid Losses  
\$444  
\$4,418  
\$24  
\$6,009  
\$26,882  
\$9,108  
\$115  
\$12,004  
\$193,942  
\$1,326  
\$65,072  
\$67  
\$2,456  
\$342  
\$1,147  
\$1,930  
\$9,506  
\$16,094  
\$339,358  
\$341,144  
\$253,680  
\$732  
\$16,381  
\$2,787  
\$1,517  
\$2,678  
\$861  
\$9,831  
\$481,604  
\$22,117  
\$30,127  
\$21,332  
\$187,620  
\$2,075  
\$8,326  
\$245,009  
\$3,768  
\$485  
\$8,512  
\$1,755  
\$128,992  
\$38,264  
\$556  
\$10,599  
\$65,850  
\$851  
\$119,831  
\$4,411  
\$51,442  
\$19,211  
\$1,912,396  
\$42,485  
\$1,107  
\$564  
\$291  
\$1,696  
\$4,031  
\$827  
\$24,442  
\$6,356  
\$9,127  
\$50,514  
\$45,367  
\$150,208  
\$1,487  
\$3,926,326  
\$771,506  
\$65,436  
\$93,662  
\$1,812,110  
\$12,844  
\$184,906

	Net Premia	Paid Losses		Net Premia	Paid Losses		Net Premia	Paid Losses		Net Premia	Paid Losses
National L. & A.	558,475	194,398	Paul Revere Life	189,898	65,731	Standard Acci.	249,178	122,777	U. S. Guarantee	87	
Natl. Masonic Prov.	7,646	1,915	Peerless Casualty	5,642	1,147	Standard Surety & Cas.	166	14	Washington National	689,071	308,012
New Amst. Cas. Acci.	7,631	806	Penn. Casualty		100	State Auto Mutual	20,965	6,736	Western Cas. & Surety	1,450	171
North American Acci.	136,295	42,245	Phoenix Indemnity	5,158	601	Sun Indemnity	1,719	745	Western Natl. Indem.	492	396
North American Life	346		Plain Dealers Mut. Cas.	450	180	Time	177,496	67,000	Wis. Natl. Life	101,292	22,033
Northern Mut. Cas.	699,102	227,025	Preferred Acci.	26,118	5,859	Travelers	2,049,010	1,575,402	Wolverine	238	
Norwich Union Ind.	90		Provident L. & A.	745,774	497,154	Union Mutual Life	31,944	7,671	Woodmen Acc.	121,792	38,282
Ocean Acci. & Guar.	8,828	3,481	Prot. Indem.	1,628		United	1,279,551	335,762	Woodmen Central	28,930	13,358
Occidental Life	67,341	48,788	Prudential	772,689	533,421	United Benefit Life	132,813	55,502	World	52,405	543
Ohio Cas.	24,737	4,616	Reliance Life	28,482	7,486	United L. & A.	6,137	1,002	Yorkshire Indem.	93	10
Ohio Farmers Indem.	3,845	68	Royal Indem.	122,688	54,450	United Natl. Indem.	8		Zurich	355,686	236,535
Ohio State Life	10,289	2,911	St. Paul-Mercury Indem.	1,837	147	U. S. Casualty	16,558	5,686	Totals	\$32,555,844	\$19,575,104
Old Line Life	82,088	21,066	Security Mutual Life	21,980	14,498	U. S. P. & G.	21,262	8,374	1944	31,654,051	19,966,584
Pacific Mutual Life	129,190	42,489	Shelby Mutual Cas.	9,981	2,936						

Addendum to CALIFORNIA Casualty Table with Totals

	Total Premia and Losses	Auto. Liab. Premia and Losses	Other Liab. Premia and Losses	Work. Comp. Premia and Losses	Fidel. Premia and Losses	Surety Premia and Losses	Plate Glass Premia and Losses	Burg. Theft Premia and Losses	P. D. & Coll. Premia and Losses	Burg. Premia	1945	1944	Net Premia	Paid Losses
Aetna Life	2,463,895									\$ 4,690,399	\$ 3,540,306			
Amer. Employ.	791,679	130,742	73,328	315,550	29,411	34,649	7,416	43,992	149,736	1,483,169	900,036			
Am. Gr. & Liab.	66,914	12,987	7,090	7,345	16,155		1,660	10,607	6,110	\$ 28,998,581	\$ 24,744,277			
Cas. & Ind. Ex.	14,271	5,037	6	600	1,838		192	2,260	2,337	\$ 19,901,453	\$ 12,181,899			
Cas. Recip. Ex.	38,278	4,413	1,096	28,148										
Consol. Und.	27,966	72	31	25,324										
Empl. Reins.	790,459	264,510	95,543	87,390	125,080	98,301	945	45,025	30,732					
Hardware Ind.	461,223	171,683	80,348	110,593			9,704	19,434	69,461					
Mfrs. & Whslrs.	145,832	49,262	17,459	35,395			3,176	7,506	33,035					
Nat. Au. & Cas.	7,037,900	681,265	515,092	3,667,165	20,309	152,984	73,620	215,399	1,369,592					
Pacific Empl.	10,176,219	734,003	388,500	7,387,807	20,018	27,800	25,590	53,965	1,039,747					
Preferred Acc.	581,631	267,869	25,579	4,805	4,026	9,936	10,792	33,796	205,346					
Trinity Univ.	530,420	153,505	25,130				1,835	3,240	12,438					
Western C. & S.	81,522	31,871	5,852	1,202	17,412		862	8,615	15,317					
Totals	\$200,635,826	\$204,283,928												
Auto B. I. Premia	\$ 33,727,881	\$ 28,748,470												
Auto B. I. Losses	\$ 12,744,975	\$ 9,139,956												
Other Liab. Premia	\$12,256,234	\$ 10,339,662												
Other Liab. Losses	\$ 2,021,536	\$ 1,728,480												
W. C. Premia														
W. C. Losses														
Fid.-Sur. Premia														
Fid.-Sur. Losses														
Glass Premia														
Glass Losses														
Accident & Health														
Hospitalization														
Steam Boiler & Machinery														
Live Stock														
Credit														
Sprinkler & Water Damage														

Annual Financial Statement  
TRINITY UNIVERSAL INSURANCE COMPANY

December 31, 1945

ASSETS

Cash in Banks	\$ 704,374.02
U. S. Government Bonds	4,642,788.98
State, County and Municipal Bonds	161,348.25
Miscellaneous Bonds	5,912.30
Stocks	3,725,131.26
First Mortgage Loans on Real Estate	95,672.76
Collateral Loans	308,000.00
Site for Company's Office Building	144,000.00
Other Real Estate	41,742.12
Premiums in Course of Collection	1,085,041.71
Premium Notes Receivable	194,200.48
Accrued Interest	13,133.19
Total Admitted Assets	\$11,121,345.07

Bonds amortized. Stocks valued as required by the  
National Association of Insurance Commissioners

LIABILITIES

Reserve for Losses and Claims	\$ 886,004.00
Special Reserve for Liability Claims	1,741,201.00
Reserve for Unearned Premiums	4,076,929.86
Reserve for Taxes	356,233.50
Reserve for Contingencies	350,000.00
Reserve for Other Liabilities	136,307.71
Commissions Payable	342,175.02
All Other Liabilities	107,616.67
Capital	\$1,000,000.00
Surplus	2,124,877.31
Surplus to Policyholders	3,124,877.31
Total	\$11,121,345.07

AUTOMOBILE • FIRE • INLAND MARINE • FIDELITY and SURETY BONDS  
COMPREHENSIVE LIABILITY • BURGLARY • PLATE GLASS • WORKMEN'S COMPENSATION

HOME OFFICE: DALLAS, TEXAS • EDWARD T. HARRISON, President

DALLAS • LOS ANGELES • SAN FRANCISCO • PORTLAND • SEATTLE

DENVER • TOPEKA • CHICAGO • INDIANAPOLIS • CLEVELAND • COLUMBUS • LOUISVILLE • BIRMINGHAM



## Seek to Restore Full Benefits to Pacific Mutual Policies

### Mutualization Committee Asks Commission to Approve Plan

LOS ANGELES—A plan to restore full benefits to all non-cancellable income policies and place ownership of Pacific Mutual Life in the hands of its life policyholders, through mutualization, has been formally proposed to Commissioner Garrison by Joseph M. Gantz, Cincinnati, chairman of the mutualization committee for the Pacific Mutual Agency Association, and Frank E. Spain of Birmingham, counsel.

"Prompt and full restoration of benefits under outstanding non-cancellable income policies is coupled in this plan with the right of the policyholders to mutualize the company, so that all departments of its business will be owned and controlled by the life policyholders themselves," said a joint statement issued by Gantz and Spain. "These were primary objectives under the reinsurance agreement approved by the courts in 1936. The plan proposed to the commissioner represents the attainment of a goal to which Pacific Mutual policyholders have looked forward during a period of nearly 10 years."

Under the plan as outlined by Gantz and Spain, debentures will be issued by a new subsidiary company, and pre-

ferred stock by the present company, Pacific Mutual itself. These securities, together with earnings from 1945 and 1946, will establish the additional reserves for the restoration of full benefits under non-cancellable income policies. The amount required for such reserves, calculated at \$20,500,000 in 1940 by a committee of independent actuaries, is now being restudied by the same committee.

Unless determined by agreement, the price to be paid for the common stock of Pacific Mutual, now held in trust, and appropriate terms of payment are to be fixed by a price determination committee of from three to five persons skilled in insurance company valuation as is provided in the reinsurance agreement.

During the period required to complete the program the plan provides that control will be continued in the hands of the present voting trustees, consisting of the commissioner, Victor H. Rossetti, Harvey S. Mudd and Rufus B. von Klensmid of Los Angeles, and A. Crawford Greene, Colbert Coldwell and Silas H. Palmer of San Francisco.

### Stockholders Have Own Plan

It is understood that the Pacific Mutual stockholders protective committee, which controls a majority of the stock of Pacific Mutual under a voting trust agreement, has in preparation its own plan for rehabilitation, which may be announced shortly. It is reported that this plan will include new financing which will provide sufficient funds for meeting all current deficiencies as they may be determined by the commissioner.

It is understood that the Pacific Mutual Agency Association has engaged T. B. Cosgrove of Cosgrove & O'Neill, local attorneys, as associate counsel to Mr. Spain. Mr. Cosgrove is familiar with all the ramifications of the prolonged litigation in 1936, as he was among counsel in the case in behalf of Commissioner Carpenter.

## Chicago Agency Am. Surety Prize Winner



George W. Cloldt of the Cloldt, Gielow & Dudley Agency, Chicago, won first prize, a \$500 war bond, in the countrywide contest among its agents recently conducted by American Surety. The award was made for the best suggestion submitted for improvement in the appearance of the companies' policy and bond forms.

The bond was presented to Mr. Cloldt at a luncheon to the officers of the agency by J. L. Maehle, American Surety, Chicago manager.

The luncheon group (left to right): H. T. Helton, casualty superintendent American Surety; L. H. Dudley, Mr. Maehle, G. W. Cloldt, R. A. Gielow, B. H. Davenport, fidelity-surety superintendent of the agency.

## Cincinnati Casualty Leader Dies at 79

James R. Millikan, who had been general agent of Fidelity & Casualty at Cincinnati since 1890 and was one of the most prominent older generation men in the councils of the National Association of Casualty & Surety Agents, died at his home at the age of 79 after suffering a heart attack. Mr. and Mrs. Millikan were regular attendants at the White Sulphur Springs meetings of the agents association and of the International Association of Casualty & Surety Underwriters. They had many close friends in that group.

Mr. Millikan was born in Wayne county, Ind., and later moved to Indianapolis. He entered the insurance business there in 1889 and became special agent of Fidelity & Casualty the next year. In 1893 he was appointed as special agent at Cincinnati, and in 1902 became general agent for the Ohio, Indiana and Kentucky territory. In the earlier days he was a specialist in the personal accident field, but as time went on he became equally interested in all casualty lines.

He was a man of animation and youthful spirit.

Mr. Millikan was a member of the executive committee of the National As-



J. R. Millikan

sociation of Casualty & Surety Agents and was planning to attend the meeting of that committee at Chicago Monday of this week. He had been a member of the committee for a great many years and had served as president two years and as chairman for two years. He was president when the big casualty convention went to Bermuda about 10 years ago.

Associated with Mr. Millikan in his agency, which will continue under its present name, James R. Millikan & Co., are D. Lockwood Robb, a brother-in-law, and David L. Robb, a nephew. The latter returned to the agency last fall from the armed forces after serving as a first lieutenant in a combat engineers unit in Europe.

A large and representative group of insurance people from Ohio and neighboring states attended the funeral services. M. J. O'Brien, vice-president Fidelity & Casualty, represented the head office.

Mr. Millikan had been present at his office regularly almost up to the time of his death. He had become somewhat indisposed and was believed well on the way to recovery just before he died.

### Study Private Carriers Plans

LOS ANGELES—Messrs. Merrick and Mugsford, two of the commission which will administer the recently enacted unemployment disability benefit (SB 40), along with three of the staff that will handle claims under the act, spent a portion of last week in Los Angeles conferring with officials of private accident and health insurers endeavoring to get specific information regarding the private carrier plans of operation involving group cases.

## Pa. 1945 Casualty Premium Leaders

	1945	1944	1943	1942	1941
Pa. Mfrs. Assn.	\$9,047,507	\$8,391,123	\$9,237,091	\$9,419,673	\$8,056,337
Travelers	4,770,218	4,869,674	4,193,804	4,437,249	3,987,597
Travelers Indemnity	1,576,484	1,367,951	1,197,119	1,303,730	1,216,239
Metropolitan Life	4,750,574	4,082,046	3,361,118	3,163,505	2,943,900
Liberty Mutual	3,658,828	3,916,784	4,505,277	4,084,420	3,398,130
Indemnity of No. Amer.	3,548,329	3,334,055	3,264,850	3,479,579	2,845,252
U. S. F. & G.	3,219,818	2,553,053	2,348,850	2,464,769	2,449,058
Pa. Threshers & Farmers	3,169,375	3,144,539	2,880,001	2,956,848	2,850,556
Equitable Society	3,147,068	3,107,945	2,689,573	2,694,116	1,451,175
Farm Bureau Mut. Co.	3,125,662	2,411,050	1,908,806	2,223,369	1,991,739
Aetna Casualty	2,763,074	2,683,374	2,813,375	2,616,266	2,919,745
Aetna Life	2,231,413	2,125,806	1,803,375	1,465,403	1,209,171
State W. C. Fund.	2,664,424	2,967,387	3,165,838	3,472,268	3,465,743
Continental Casualty	2,624,466	2,154,670	1,854,779	1,983,570	1,996,398
National Casualty	995,222	765,806	306,415	296,532	370,839
Continental Assur.	132,970	18,829	5,642	4,280	3,999
Hartford Accident	2,515,208	2,316,572	2,466,223	2,483,822	2,279,619
Aetna Life	2,231,413	2,125,806	1,803,375	1,465,403	1,209,171
New Amsterdam Cas.	2,155,240	2,004,834	1,909,807	1,805,796	1,758,941
U. S. Casualty	594,325	457,170	419,871	537,394	637,351
Employers Liability	2,138,461	1,904,076	2,254,121	1,939,904	1,839,900
Maryland Casualty	700,979	716,278	621,131	711,877	655,341
Mutual Benefit H. & A.	2,090,798	1,973,183	2,033,043	2,129,833	2,192,366
United Benefit Life	2,028,469	1,505,064	1,231,375	743,357	573,040
American Casualty	308,861	213,689	333,022	117,334	182,536
General Accident	1,788,000	1,570,709	1,368,796	1,358,843	1,380,448
Coal Op. Casualty	1,763,836	1,570,237	1,612,865	1,658,805	1,949,423
Amer. Mutual Lib.	1,746,347	2,003,564	1,940,218	1,745,311	1,556,423
American Policyholders	1,703,168	1,963,461	1,729,061	1,782,908	1,702,998
F. & C.	157,705	30,369	3,274	1,425	495
Lumb. Mutual Casualty, Ill.	1,685,364	1,135,075	1,865,827	1,508,068	1,623,984
Travelers Indemnity	1,627,940	1,284,353	1,599,325	1,967,091	2,023,984
State Auto, Ind.	1,576,484	1,367,951	1,197,119	1,303,730	1,216,239
	1,539,863	1,329,169	1,179,527	1,645,126	

**SALES HELPS that really help sell**

Planned promotions on every type of casualty insurance makes a well rounded sales program easy for Buckeye Union agents. Personal contacts help build local reputations and up-to-date sales helps get new business. Your inquiry will also receive individual attention.

**AUTOMOBILE  
PLATE GLASS  
GENERAL  
LIABILITY  
BURGLARY**

**A STOCK COMPANY**

**THE BUCKEYE UNION CASUALTY CO.**  
HOME OFFICE COLUMBUS 16, OHIO  
**SERVING THE 6 STATES OF THE BUCKEYE UNION**



# New Technique to Write A. & H. Under New Cal. Law

LOS ANGELES—Walter E. Mast, Continental Casualty, newly elected president of the California Association of Accident & Health Managers Clubs, told the Accident & Health Producers Association of Southern California that it is still uncertain just how private insurance can operate under the new California disability benefit law. "One thing is certain—if private carriers are to operate at all," he said, "the selling techniques will be very different from those that have been used in the past. No longer will it be necessary for the salesman to convince his 'prospect' that he needs to secure accident and health coverage. The state law just enacted makes it mandatory for every man and woman working in California to have such coverage. In the future, while the salesman of group accident and health coverage can skip over this point, which has previously served as his opening argument, he will have to spend most of his time convincing the prospect that the coverage offered by his company is superior to that provided by the state through its unemployment disability fund.

## Selling Individual Policies

"If the salesman represents a company selling individual policies rather than group coverage, it will be his principal task to persuade the prospect that the latter's best interests will best be served if he supplements his compulsory group coverage with a policy of his own. Here it is presumed that a salesman will use the same kind of approach that has been employed by life insurance agents in getting people to add regular life insurance to the protection offered by the federal social security program. In my opinion, the selling methods employed by the accident and health salesman in the future will be radically different from those used in the era of optional coverage. In addition to the problems faced by you producers in converting to the new era, will be many other problems.

"It is becoming increasingly clear to me that there needs to be closer cooperation between the managers and producers in 'policing' the accident and health business. Not only from the standpoint of 'malpractice,' so to speak, but from the standpoint of protecting our business from socialistic philosophies and the unscrupulous agent, and also to further the good sound American system of free enterprise."

However, with all the complications that may arise in adjusting the accident and health business to its new circumstances in California, he said, the outlook from the personal producer's standpoint is far from gloomy. In 1946 income payments to individuals probably will reach \$139 billion, \$20 billion less than in 1945, but comparing with \$76 billion in 1940. Wages and salary payments may total \$88 billion as against the \$50 billion in 1940. Profits from industry, after taxes, will compare favorably with pre-war profits, in spite of higher costs including wages and salaries.

"In my opinion, the living standards of Americans will be higher than ever before, for several years, at least," Mr. Mast said, "so do not let disturbing and depressing headlines blur or cancel out these positive and constructive features."

The producers group elected George Neale, National Casualty, president; Sam C. Neel, broker, Beverly Hills, vice-president, and Miss Adelaide Stone, Fireman's Fund Indemnity, secretary, (reelected).

Two changes were made in the by-laws to bring the association in accord with the National association. The subject of combining with the Accident & Health Managers Club in the formation of a new organization that will further the business was discussed at length,

but no action was taken, awaiting the report of a joint committee.

## Imminence of Natural Death Doesn't Bar Recovery for Accidental Death

Despite the fact that insurer claimed the assured would have died within a few days from natural causes, Prudential was held liable for double indemnity benefits in the death of a man who was blind, deaf and unable to walk following a fall from his wheelchair in a hospital, the Pennsylvania superior court decided.

The assured, Joseph R. Dickerson, Jr., then 20 years of age, was suffering from multiple tumors and had been confined to the hospital for two years. He misjudged the distance while propelling himself to the recreation room and fell down a flight of stairs.

The court held that neither the condition of blindness nor inability to walk deprived the insured of the protection of this particular policy and this is true, though he might have avoided the accident had he not been blind.

There was an issue as to the exact cause of death but the court relied strongly on the certificate signed by the

attending interne stating that the principal cause was a fractured skull which was due to external causes. The jury, the court said, could consider whether the hospital staff and personnel had an interest to persuade others that the fall did not kill and did not fracture the skull, if the jury found that this blind patient had been left unattended and hence neglected.

Prudential contended that Dickerson would have died in a few days from natural causes. However, the court stated that neither actuarial tables nor professional opinions can fix, even approximately, when a particular living person will die. Such estimate the jury was not bound to accept. Under the policy it was immaterial that he might have soon died from natural causes even without the accidental injury.

Benjamin H. Linton of Philadelphia represented the beneficiary and Kendall H. Shoyer, Andrew C. Dana were attorneys for Prudential.

## Discontinues \$500 Form

St. Paul-Mercury Indemnity has advised its agents that as of March 25 the special \$500 residence theft policy was discontinued.

## Cal. Deputy Files Brief in Nat. Auto & Casualty Case

LOS ANGELES—Frank Fullenwider, deputy commissioner who presented the license suspension case against National Automobile & Casualty, has filed his closing brief with Cecil Lloyd, chief assistant commissioner and the case is under submission by Lloyd, who was the hearing officer.

Fullenwider does not believe the company can carry on its business with honesty; that the evidence justified his recommendations for six months suspension. He criticises Loyd Wright and Neil Cunningham, counsel for the company, for their conduct in the case. Six months suspension, he claims, is justified by the company's unwillingness to make a bona fide offer, with sufficient guaranties, to take care of claimants in a manner which would warrant reduction of the suspension to one month.

He contrasted the 1945 annual statement with that for 1944 to show the company had not suffered because of the case as it claimed.

Read the "Accident & Health Review." Sample copy 10c. A1645 Insurance Exchange, Chicago.

# GENERAL TRANSPORTATION CASUALTY & SURETY COMPANY

A PARTICIPATING STOCK COMPANY

1790 BROADWAY, NEW YORK

## Annual Financial Statement December 31, 1945

### ADMITTED ASSETS

Cash on Hand and in Banks .....	\$1,152,106.75
*Government Bonds .....	4,497,268.17
Accrued Interest .....	12,873.41
Premiums in Course of Collection (Under 90 Days) .....	395,788.37
Other Admitted Assets .....	3,731.19
Total Admitted Assets .....	\$6,061,767.89

### LIABILITIES

Reserve for Losses and Loss Expense .....	\$3,355,630.62
Reserve for Unearned Premiums .....	635,999.97
Reserve for all other Liabilities .....	479,192.30
Capital .....	\$800,000.00
Surplus .....	790,945.00
Surplus to Policy Holders .....	1,590,945.00
Total .....	\$6,061,767.89

Policy Holders Surplus at Market Value of Securities .....

\*Amortized Value of Bonds  
Securities carried at \$436,276.63 in the above statement are deposited as required by law.

### Current Dividend Rates

AUTOMOBILE .....	20%
COMPENSATION .....	15%
ALL OTHER LIABILITY .....	20%

### Home Office

1790 BROADWAY, NEW YORK 19, N. Y.

### Branch Offices

Chicago  
309 W. Jackson Blvd. &  
Chicago 6, Ill.

Baltimore  
300 Water Street  
Baltimore 2, Md.

Newark  
Raymond Commerce Bldg.  
Newark 2, N. J.

Philadelphia  
Public Ledger Building  
Independence Square, Philadelphia 6, Pa.

COMMISSION TO BROKERS

1941  
\$8,656,387  
3,987,597  
1,216,239  
2,943,560  
3,398,130  
2,843,283  
2,440,060  
2,850,586  
1,451,175  
1,991,729  
2,919,745  
1,209,171  
3,485,748  
1,996,390  
376,339  
9,999  
2,270,619  
1,200,171  
1,786,941  
527,350  
1,339,980  
655,341  
2,192,305  
573,040  
122,536  
1,380,448  
1,949,423  
1,556,423  
1,702,999  
496  
2,023,994  
1,216,239



## Bar Group Lends Aid in Solving PL 15 Problems

V. J. Skutt, general counsel of Mutual Benefit Health and Accident and United Benefit Life, as chairman of the section of insurance law of the American Bar Association, has appointed a special committee to investigate how the insurance law group can aid insurance departments in meeting some of the new jurisdictional problems that have arisen the past few years.

Mr. Skutt desires to encourage the interest of members in the solution of these problems.

Much interest is taken in this development, as many believe it may eventuate in a closer relationship between the several hundred insurance lawyers that belong to the section, and the insurance departments of their states, insurance practitioners and the public generally.

Elmer W. Sawyer of New York is chairman of the special committee.

In announcing the appointment of the committee to the members, Mr. Skutt enclosed copies of three memorable addresses that were made at the Cincinnati meeting on problems of insurance supervision. These were the talks of Mr. Sawyer, Superintendent Dineen of New York and Prof. Ralph Blanchard of Columbia University.

Mr. Skutt states that the important judicial and legislative incidents discussed in these papers and other developments pending and impending resulting therefrom involve the orderly solution of legal, supervisory and administrative insurance problems. They probably present, he said, the most far reaching jurisdictional questions in the history of this field of jurisprudence.

The insurance section of the A.B.A.

now numbers more than 3,300 and is the largest section in the association. It is divided into committees of from 15 to 25 each for every branch of insurance law.

Mr. Skutt intends to call a meeting of the council of the insurance section later this spring and the activities of the new committee will be a prominent matter for consideration then.

## Federation of New Jersey Insurance Groups Sought

NEWARK—The Accident & Health Underwriters Association of Newark has formulated plans for a state-wide organization of insurance associations of all types. Alex. Grenier, National Casualty, president of the Newark group, is sending out letters seeking members. The hope is that the proposed state organization can begin functioning within two or three months. The organization plan calls for two delegates from each association in the state to serve as delegates to the state association.

Chief purposes of the state group will be to disseminate information on all types of insurance to associations which are members, so that agents belonging to local associations, and selling various types of insurance as "sidelines," can keep up to date, and to exert the combined opinions for or against legislation under consideration in the state capital.

The Newark group has gone on record as backing the Life Insurance Association of America in its fight against the savings bank life insurance measure now pending in the New Jersey legisla-



Alex. Grenier

## Notable Program Planned for Twin City Congress

The Twin City Accident & Health Club, which has attracted much attention by the size and quality of the sales congresses it has held the past two years, has arranged an especially valuable and constructive program for its 1946 congress, which is to be held April 13 in St. Paul, and expects to set a new attendance record.

At the opening of the congress, Conrad J. Eliason, Monarch Life, club president, will extend greetings. The morning program includes:

"Why Qualify Agents?" Commissioner Johnson of Minnesota; "Planned Selling," A. Herbert Nelson, state manager Business Men's Assurance; "Productive Sales Ideas," Frank R. Philpott, Columbian National Life, St. Louis; "Building for the Future," Robert J. Costigan, president National Association of Accident & Health Underwriters, Kansas City.

Governor Thye of Minnesota will speak at the luncheon on "Current Problems in Government".

The round-table discussion which has been featured in the past has been so successful that the entire afternoon will be devoted to it this year. Previously the panel was made up of general agents and agency managers. However, this year it was decided to have a panel made of men who are actually out in the firing lines as salesmen producing the business. Some of the topics to be discussed are the advantages of the accident and health business to the new man, especially the returning veteran, and phases of the accident and health business that directly affect the salesman, such as prospecting, approach, sales interview, closing, discussion of the application as to the physical and moral hazard, and its effect in underwriting; claims and how they can be used to an advantage by the field man.

The panel will include Archie A. Altermatt, Monarch Life, chairman; Phil Hagert, North American Life & Casualty; Albin Turnberg, Washington National; John C. Thomas, St. Paul Hospital & Casualty; Harvey Borowski, Great Northern Life; George W. Marshfield, American Farmers Mutual; William Kidd, Massachusetts Protective, and Thomas J. Joy, North American Life & Casualty.

## Launch Am. Bankers L. & C.

American Bankers Life & Casualty of Richmond, headed by Charles G. Eidson of Waco, Tex., has been chartered in Virginia as an assessment life and casualty company.

## Costigan in Atlanta

ATLANTA—The Atlanta Association of Accident & Health Underwriters honored Robert J. Costigan, Business Men's Assurance, Kansas City, president of the National association, at a banquet Tuesday evening. President Costigan spoke on "Sales Ideas."

## Insurance Forms in Braille

Insurance forms have been put into Braille for the first time by the Mount Carmel Guild of Newark. More than 500 hours of work were required to complete the book.

Paul R. DiBenedetto, Rahway, N. J., a blind student at Rutgers University, received the first edition. He plans to enter insurance upon graduation next June.

## Farewell for J. L. Mylod

NEW YORK—J. L. Mylod, assistant U. S. manager of North British, who leaves shortly to assume the presidency of Pacific National Fire, was given a farewell luncheon by his associates. G. H. Duxbury, U. S. manager, presided and on behalf of his associates presented Mr. Mylod an inscribed watch, with matching chain and knife, a pen and pencil set. Mr. Mylod will leave New York by plane April 2, arriving in San Francisco April 6 after stopping at Chicago and Kansas City.

## Thinks War Is Over as Regards War Clauses

In a most exhaustive paper read, before the section of insurance law of the Illinois State Bar Association at Chicago last week, Paul E. Price, Chicago attorney, reviewed the court decisions on war and aviation clauses in life and accident insurance policies and said that in his opinion it is improbable that the court will consider the present situation as being "war" even though there has been no formal declaration of peace. He said that a number of cases involving this situation are arising and undoubtedly many will be considered by the courts before too long.

Mr. Price also emphasized the point that an aircraft exclusion clause which does not mention war operates independently of war or combat conditions.

## Recent Aircraft Case

The recent case of Bull vs. Sun Life of Canada, decided by the circuit court of appeals, seventh circuit, was presented by Mr. Price as outstanding along these lines. Bull, a naval reserve lieutenant and seaplane pilot, was insured under a clause denying liability for death as a result, directly or indirectly, of service, travel or flight in any species of aircraft, as a passenger or otherwise. The policy contained no war clause. Bull was forced to make a landing on water under combat conditions, as result of the plane being disabled by Japanese anti-aircraft fire, and members of the crew dived into the water to escape an attack from a Japanese plane. Bull was last seen on the wing of the disabled plane, trying to launch a rubber boat.

In a divided opinion, the court held that the aircraft clause did not apply, since the insured was alive after the airplane had crashed, and consequently that this was a war risk, which was covered by the policy, and not an aviation risk, which was excluded. Mr. Price said that he himself agrees with the dissenting opinion, but nevertheless it appears to be indicative of the liberal treatment which courts will give insured where there is any argument under the policy.

Indicating some contrary holdings, Mr. Price cited an extreme case, Runyon vs. Western & Southern Life, 192 N.E. 882, in which the policy denied liability for death resulting directly or indirectly from violation of law by the insured. The insured was convicted of a crime and was confined in the Ohio State Penitentiary. While in prison, he died as a result of burns received in a fire at the penitentiary. The Ohio appellate court upheld a denial of liability, on the ground that the insured's unlawful act had caused him to be confined in the penitentiary and consequently this excluded coverage for death from an accident while he was so confined.

On the question of when "war" ends within the meaning of war clauses in insurance policies, Mr. Price said that there are no positive judicial pronouncements, but there is strong indication that the court will adopt, where there is a doubt, the meaning of words which is commonly given them in ordinary speech. Citing a number of public pronouncements, including those of President Truman, which referred to "end of the war," Mr. Price said that it is well established in common usage that this expression means the end of actual hostilities, and not a formal declaration by treaty or by act of Congress. While the question is not positively answered, Mr. Price said that it is highly probable that unqualified war exclusion clauses in policies will not be regarded as being in force now.

## Medical Care Insurer in Ind.

Mutual Medical of Indianapolis has been started by a group of Indiana physicians. Surplus is \$65,000. This is a medical and surgical care insurer.

**"Out-of-the Ordinary" Book**

...100 pages—smallest in the world—owned by man in Sydney, Australia.

**Headquarters for "OUT-OF-THE ORDINARY"**

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## Life Group May Set Up A. & H. Sales Research Unit

Life Insurance Agency Management Association directors at Chicago appointed a committee to look into the idea of setting up a division to cover research in A. & H. sales. W. M. Rotharmel, Pacific Mutual, is chairman. Other members are Frank Barnes, Ohio State Life; Ray Belknap, Occidental Life, and J. C. Higdon, B.M.A.

## Plan Third Buckeye Union School

The Buckeye Union companies will hold their third school for returned veterans in Columbus April 23-26, covering changes in casualty, fire, inland marine and allied lines. Because of the large registration, attendance at the schools being limited to 40, it will be necessary to hold another school prior to the one planned for October.

## Speaks on Vehicle Inspection

Thomas N. Boate, special service director of the national conservation bureau, accident prevention division of the Association of Casualty and Surety Executives, stressed the need for periodic motor vehicle inspection in addressing the West Virginia State-wide safety conference at Charleston.

Mr. Boate spoke at the conference sponsored by the West Virginia Safety & Health Council. He reported on experiences of other states with motor vehicle inspection and explained why traffic accidents resulting from defective equipment are currently reported to be the cause of 17% of the nation's accident fatalities. This represents a steady increase of accidents resulting from this cause, beginning with 8% for the last pre-war year.

## Deny Motion for Rehearing

The Illinois appellate court this week denied a motion of Ernest Palmer, former insurance director of Illinois, and other defendants for rehearing in the decision holding that T. H. Reiter was improperly divested of his 75% stock interest in Illinois National Casualty when Mr. Palmer was in office.

## Asks Reversal of Lloyds Decision

Charles B. Morris, former St. Louis agent for Chicago Lloyds, in liquidation since 1938, has filed an appeal with the U. S. Supreme Court asking reversal of a decision of the supreme court of Illinois which upheld a master in chancery disallowance of a libel suit.

Although the Illinois decision provided for a contingent claim against any surplus resulting from liquidation of Chicago Lloyds, Mr. Morris seeks to enforce a \$50,000 defaulted judgment granted by a Missouri court.

## Seek "Accidental" Definition

The U. S. Supreme court has been asked to determine whether the term "accidental injuries" could include heart diseases under the longshoremen's and harborworkers' act. Liberty Mutual and Harbor Marine Contracting Company of New York are seeking to set aside such an award made to Mrs. Frances Riviello as a result of the death of her husband, Biagio, employee of Harbor Marine, by Samuel S. Lowe, deputy commissioner of the U. S. employees compensation commission.

## Kemper Resigns GOP Finance Post

James S. Kemper, chairman of Lumbermens Mutual Casualty, is resigning as chairman of the finance committee of the Republican National Committee. He has continued in that office for two years which was longer than he intended.

Ralph R. Meigs, assistant vice-president loss prevention department Liberty Mutual, will speak at the 50th anniversary convention of the American Foundrymen's Association in Cleveland May 6-10, on "Accident Prevention as a Function of Management."

## John L. Lewis Rejects "Comp" Offer of Mine Owners

WASHINGTON—John L. Lewis has rejected a proposal of coal mine operators that they would accept provisions of workmen's compensation laws of states where acceptance is optional.

Also rejected was an operators' proposal to turn over to agents of local unions dissatisfied with existing arrangements, all moneys collected from miners for benefit funds, burial funds, medical care, hospitalization, etc.

Operators said Lewis' rejection of these proposals was inconsistent with complaints by miners' representatives in the coal wage negotiations against compensation laws and their administration, and administration of benefit funds, etc., to which miners contribute and medical care, etc., for which they pay.

## Misunderstand Scope of Law

ST. PAUL—Motorists who misunderstand the new Minnesota safety responsibility law are writing the state highway department asking when they will get the money due them for damages resulting from accidents. They seem to think the highway department, which is charged with the enforcement, also acts as a collection agency. The department issued a statement explaining it does not determine who is responsible for an accident nor determine the amount of damages due.

## Security Mutual Correction

In giving an extract of the annual statement figures of Security Mutual Casualty of Chicago in the March 14 edition two errors were made. Under the heading "premiums written" the figure was given instead for "premiums in force." The "premiums written" figure is \$2,401,825. The amount of increase in assets was also incorrect. The correct figure is \$442,430.

## Claims Men Meet in Ft. Worth

Claims men of Commercial Standard will meet in Fort Worth March 29-30 to outline the company's claims policy and bring about a closer relation between home office personnel and claims men in the field and to introduce returned service men and new employees. The meeting will be attended by representatives of Commercial Standard in Oklahoma, Missouri, Colorado, Arkansas, California and Texas.

## Los Angeles River Contract Let

LOS ANGELES—The Guy F. Atkinson Co., Los Angeles, has been awarded the contract by the U. S. engineers for construction of 4,100 lineal feet of concrete river bed in the Los Angeles river, at the company's low bid of \$992,000. Fidelity & Deposit will execute the bond.

## "Comp" Parley at New York

NEW YORK—The full compensation committee of the National Association of Insurance Commissioners met here Wednesday and Thursday with a committee from the insurers to discuss wage factors, payroll limitations and the casualty expense exhibit. There was a report on the latter subject submitted by the commissioners actuaries committee, which had met here earlier in the week with representatives of the companies and the National Council on Compensation Insurance.

Earl B. Brink, Michigan state manager of Mutual Benefit Health & Accident and United Benefit Life, has just returned from a 2½ months tour of South America going south along the east coast of the continent and returning north on the west coast via Panama and Mexico City. Mr. Brink took an additional 2,800 feet of colored movies to add to his already large film library. One of his hobbies is showing his films to luncheon clubs, libraries and church groups throughout the state.

Striving with every facility for the opportunity to serve risks properly, through agents and brokers exclusively.

Pennsylvania Casualty Company  
A multi-line stock company  
Baltimore



## City to Insure Employees

FRANKFORT—Gov. Simeon Willis has signed a bill passed by the general assembly permitting the city of Louisville to carry liability insurance covering police and fire departments.

## WANT ADS

## WANTED

**EXPERIENCED FIELD MAN** for Chicago, Cook and adjoining counties. Chicago office in good agency plant to work with. Knowledge of automobile insurance necessary.

Address F-16  
c/o National Underwriter  
175 W. Jackson Blvd.  
Chicago 4, Ill.

## WANTED

Experienced Surety production man. Preferably one familiar with Burglary Insurance to assist in the development of these classes.

AMERICAN INDEMNITY CO.  
P. O. Box 1259 Galveston, Texas

## ACCIDENT AND HEALTH MAN WANTED

Experienced young man as Manager Personal Accident and Health of Old "New England" stock company. Must know this business and be a go-getter. Reply F-19, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

A sound, small, but fast growing midwest Company has top opening in its Home Office for man experienced in Underwriting and claim work. Health & Accident experience preferred but not necessary. Address F-45, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

## SPECIAL AGENT WANTED

Progressive agency company writing auto and general casualty insurance needs special agent for Central Illinois. Expanding company with bright future. Our employees know of this advertisement. Give experience in replying. All answers confidential. Address F-45, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

## WANTED

Leading multiple line stock casualty company desires services of a special agent to work out of Pittsburgh Branch office. A knowledge of Casualty and Surety lines is necessary. Our employees know of this ad. Address F-45, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

## WANTED WORKMEN'S COMPENSATION PRODUCER

Excellent opportunity, especially if familiar with retrospective or participating plans. Texas territory only. Give age and details of past experience first letter.

TEXAS INDEMNITY INSURANCE COMPANY  
P. O. Box 1259  
Galveston, Texas

**CASUALTY SPECIAL AGENT WANTED** FOR NORTHERN ILLINOIS TERRITORY. MARYLAND CASUALTY COMPANY. BRANCH OFFICE, 231 SO. LA SALLE STREET, CHICAGO 4, ILL.

## Promote Blue Cross Integration on National Basis

CINCINNATI—Development of Blue Cross medical and surgical plans on a nationwide basis to head off socialized medicine was the theme running through the semi-annual conference here attended by 200 representing the 86 affiliated Blue Cross plans. J. R. Manix, Chicago, chairman of the Blue Cross commission, laid down a program envisioning a quadrupling of membership from 20 to 80 million persons, extension of the service to five states in which no plan is now operating, issuance of contracts on a community-wide basis and to more self-employed, and increasing the number of joint hospital-medical care contracts in force.

A program was adopted for national enrollment and on nation-wide groups the same regulations will apply wherever members are located. A new policy is being inaugurated of accepting the member who has moved from another locality and checking afterwards, rather than checking him first and then accepting him.

To create greater awareness of Blue Cross objectives, a \$500,000 advertising appropriation for distribution this year was announced, \$260,000 of this being allotted to newspapers and publications.

The new regulations provide for standard hospitalization contracts for large corporations which have many branches. Heretofore difficulties have arisen because of variations in contracts between different communities. A subscriber will automatically be covered should he move to another city or state.

Carl D. Grant, trustee of Hospital Care Corp., Cincinnati, the host, and editor of the Cincinnati "Post" who recently returned from a tour of Europe, told the conference socialized medicine in Russia offered dirty hospitals in which "bed linens are not even changed between patients." Other speakers voiced the hope that Blue Cross plans would grow in membership quickly enough to prevent the intrusion of more federal controls. "If the private enterprise system of economy, employers, hospitals and civic leaders do not provide a workable plan, then some government agency is going to do so and I, for one, am not going to like it," Roy McDonald, Chattanooga publisher, declared in his address.

A feature of the program was a discussion of the American Medical Association program and its relation to Blue Cross plans.

"There are some who might feel that Blue Cross is akin to socialism," Mr. McDonald said. "However, to them I say—it's but an extension of the functions of the hospitals; that hospitals are largely operated by charity groups and municipalities, and that by its very nature a hospital is simply not a money-making institution, but a service-giving institution. Blue Cross is but a continuation of that service."

A call for a united front and cooperation of Blue Cross plans, commercial insurance, and the medical profession was made by T. A. Hendricks, secretary American Medical Association council on medical service and public relations.

While the Blue Cross program had been generally opposed by commercial insurance at its inception, a number of its spokesmen have recently praised its work. He mentioned W. A. Milliman,

Equitable Society; H. L. Wilson, Liberty Mutual, and H. R. Gordon, Health & Accident Underwriters Conference, among these.

The future growth of the Blue Cross will not come as easily as it has in the past, he stated. Benefits cannot be increased without financial repercussions, its product must be sold, and insurance commissioners are demanding greater conformity to financial standards. The commercial companies are offering competitive contracts. Blue Cross plans have paid no taxes nor have they been regulated by insurance laws.

Representatives of the three groups must have frequent meetings, resolve their differences, and serve the public. A. M. A. now has 59 approved voluntary prepayment plans operating in 26 states.

The Blue Cross commission recommended an increase in subscriber fees, this to be acted upon individually by each plan.

## Casualty Agents Directors Hold Session at Chicago

The directors of the National Association of Casualty & Surety Agents held forth at Chicago Monday. They heard talks by Carl P. Daniel of St. Louis, president, and E. W. Sawyer, New York, counsel, on public law 15.

Whether there shall be a joint meeting this fall of the casualty agents association and the International Association of Casualty & Surety Underwriters is questionable. The only resort hotel that could handle such a gathering before Jan. 1 was the Traymore at Atlantic City, but the company group has decided against going there. If there is not to be a joint meeting, the agents association undoubtedly will hold a meeting of its own, perhaps in Chicago. Charles H. Burras of Chicago, reporting as secretary, said the membership now stands at 466.

John E. O'Neil of Boston, chairman of the executive committee, was unable to be present because his wife had just been taken to the hospital.

## Convention Dates

April 1-2, Missouri agents, midyear, Hotel Statler, St. Louis.

April 10-11, Texas agents, annual, Driscoll Hotel, Austin.

April 10-11, Ohio Assn. Mutual Insurance Agents, Akron.

April 11-12, New Jersey Agents, mid-year, Trenton.

April 11-12, Montana Fire Underwriters Assn., Boulder Hot Springs.

April 17-18, Minnesota agents, midyear, Nicollet Hotel, Minneapolis.

April 19, Alabama Agents, midyear, Jefferson Davis Hotel, Montgomery.

April 24-26, Louisiana agents, annual, Monroe.

April 27-28, Blanks Committee, N.A.I.C., Commodore Hotel, New York.

April 30-May 2, American Association of Insurance General Agents, Biltmore Hotel, Atlanta.

May 2, U. S. Chamber of Commerce, Claridge Hotel, Atlantic City.

May 3-5, North Carolina agents, Pinehurst.

May 5-11, Ins. Federation of Pennsylvania, Bellevue-Stratford, Philadelphia.

May 12-15, National Assn. of Insurance Agents, mid-year, Cincinnati.

May 15-17, Insurance Accounting & Statistical Association, Baker Hotel, Dallas.

May 17-18, Arkansas Agents, annual, Little Rock.

May 20-21, Insurance Advertising Conference, Hotel Hershey, Hershey, Pa.

May 20-22, Health & Accident Underwriters, annual, Netherland Plaza, Cincinnati.

May 27-29, National Assn. of Mutual Insurance Agents, midyear, Edgewater Gulf Hotel, Edgewater Park, Miss.

June 3-4, Oklahoma Agents, annual, Skirvin Hotel, Oklahoma City.

June 3-7, National Fire Protection Association, Statler Hotel, Boston.

June 6, National Assn. Independent Adjusters, Ben Franklin Hotel, Philadelphia.

June 7-8, Virginia Agents, annual, Cavalier Hotel, Virginia Beach.

June 9-13, Insurance Commissioners, Portland, Ore.

June 11-12, Indiana Fire Underwriters Assn., Spink-Wawasee Hotel, Lake Wawasee.

## Am. Mut. Liability Elects Four New Officers

American Mutual Liability has elected George S. Harlan and John O. Nilan as vice-presidents; Emil C. Chervenak as resident vice-president at New York and Charles F. Goodale, assistant vice-president.

Mr. Harlan started in the claim department in 1925 and has served in practically all capacities in that department.

John O. Nilan joined American Mutual in 1938 as publications editor and rose to advertising manager, and was made assistant vice-president in 1945. He is a graduate of Brown and last year got out a monograph "Casualty Insurance", a vocational guide to employment in the casualty field.

Mr. Chervenak joined the sales department of American Mutual in 1929 at Philadelphia. Since 1931, when he was made sales manager at Reading, he has held various executive positions in the sales department both in the home office and the field.

Mr. Goodale joined American Mutual in 1939 as attorney in the legal department and served as acting manager of that department during the war years. He is a graduate of Harvard law school. He is a member of the federal trade commission subcommittee of the all industry committee.

G. Lester Marston, vice-president and general claim manager, has returned. He has been with American Mutual more than 30 years. He is given the title of vice-president emeritus.

Following experience with Boston Elevated Co., he joined American Mutual as claim manager. In 1923 he was promoted to general claim manager and in 1927 was elected vice-president.

## Chaloner to Take Over in Chicago April 1

Russell S. Chaloner, the new resident vice-president of American-Associated companies in Chicago, will assume his post April 1. Mr. Chaloner visited in Chicago last week, making final arrangements for his move. He was guest of honor at a luncheon at which E. D. Loring, the retiring resident vice-president, was host. Mr. Loring is preparing to become a "dude" rancher near Phoenix, Ariz.

The office staff will hold a dinner Friday to give Mr. Loring a sendoff, and a group of brokers will be hosts similarly at a dinner April 4.

## Ark. Dairy Plant Burns

Fire destroyed the Midwest Dairy Products Co. plant at Jonesboro, Ark., causing loss estimated at \$200,000. The fire reached six ammonia tanks which exploded, shattering glass in nearby business buildings and making it impossible for firemen to get closer.

## Davis Arkansas Special Agent

Gordon Davis, who has been with the insurance department of W. B. Worthen & Co., bankers, as assistant manager, has been appointed special agent of the Loyalty group in Arkansas. He is a veteran with four-year service in the navy, rising from enlisted man to lieutenant (j.g.).

## Confer on Classification Plan

NEW YORK—Representatives of the New York department and of some of the companies met informally this week to discuss the National Board classification plan. The department has made several suggested changes in the plan and its outline contains 115 classifications instead of the board's 100 and three major groups instead of the board's five. The department suggested three main divisions—non-manufacturing, manufacturing, and sprinklered, where the companies' classes are habitation occupancy, mercantile, non-manufacturing, manufacturing and sprinklered.

## Aircraft Experience for 1945 Is Reported

	Net Proms.	Paid Losses
Columbia	44,576	22,347
General Security	17,605	2,987
Imperial	55,030	29,943
Merchants Fire, N. Y.	22,121	8,838
National Reins.	511	130
Phoenix, London	201,400	125,069
Reinsurance, N. Y.	1,342	234
Union Mar. & Gen.	24,214	12,277
United Firemen's	59,984	31,130



# NEWS OF THE CASUALTY COMPANIES

## Gen'l Transportation Makes Good Gains in '45

The annual report of General Transportation Casualty & Surety reveals assets of \$6,061,767, an increase of \$681,657. Premium reserve shows \$635,999, a gain of \$135,366. Policyholder surplus amounted to \$1,590,945. At market the figure was \$1,637,476.

Branch offices are maintained at Chicago, Baltimore, Newark and Philadelphia and claim offices at Chicago, Pittsburgh, Minneapolis, Baltimore, Newark and Philadelphia.

General Transportation concentrates on automobile liability, property damage, garage liability and workmen's compensation. It is a participating stock company.

## Allstate Insurers Record 35% Premium Gain in 1945

Premium writing of Allstate and Allstate Fire amounted to \$12,029,798 in 1945, compared to \$8,902,616 in 1944, a gain of 35.1%. This is the 14th successive year of increased premium volume.

Assets of Allstate increased \$3,779,518 to \$16,217,684. Capital is \$1 million, and surplus and voluntary reserves are \$5,070,361.

Cash and government securities amounted to \$11,314,015.

Assets of Allstate Fire are \$2,877,937. Capital is \$300,000; surplus and voluntary reserves \$822,389. Cash and government securities totalled \$1,558,114.

## Comm'l Standard Boosts Capital

Capital of Commercial Standard has been increased from \$605,000 to \$750,000 and there was a contribution of \$66,250 to net surplus. This was accomplished by converting 30,250 shares of preferred stock to common on the basis of 1 1/2 shares for each one share of preferred. Stockholders had the option of accepting \$24 per share for the preferred stock instead of the new common. The shares that were redeemed in this way were converted on the basis of 1 1/2 shares for other stockholders and an additional 4,416 2/3 shares of \$10 par were sold for \$25.

## New Cal. Company Licensed

Veterans Aircraft & Automobile, recently organized at Oakland, Cal., has been licensed to write automobile insurance in California. Olin E. Darby is president and George E. Darby, secretary. The company has \$200,000 assets. It plans to write aviation insurance before long.

W. A. Roper, president of the Bank of Commerce & Trust of Richmond, and John Z. Fletcher, Jacksonville, Fla., have been elected directors of American Fidelity & Casualty of Richmond.

Herbert F. Murphy, Chicago group manager for Sears, Roebuck & Co., has been elected a director of Allstate and Allstate Fire.

**Conn. General Life**—Assets, \$504,199,578; Inc., \$57,455,835; unearned prem., \$3,391,785; loss res., \$3,069,920; non-canc. A&H res., \$335,612; capital, \$3,000,000; surplus, \$20,696,809; Inc., \$3,092,214. Experience:

	Net Premiums	Losses Paid
Accident .....	\$ 1,877,219	\$ 480,130
Health .....	234,053	94,747
Group A. & H. ....	9,701,275	7,841,019
Non-canc. H. & A. ....	100,062	129,974
Total .....	\$11,912,609	\$8,545,870

**Fireman's Fund Indemnity** — Assets, \$23,555,237; Inc., \$2,385,971; unearned prem., \$4,490,342; loss res., \$874,494; liab. res., \$3,457,902; comp. res., \$3,803,762; capital, \$1,000,000; surplus, \$7,969,464; Inc., \$2,455,602. Experience:

	Net Premiums	Losses Paid
Accident .....	\$ 315,854	\$ 95,127
Health .....	80,873	37,659
Group A. & H. ....	23,650	288
Auto liability .....	2,223,827	815,547

	Net Premiums	Losses Paid
Other liability .....	1,555,261	347,035
Workmen's comp. ....	3,093,396	1,813,070
Fidelity .....	457,594	48,097
Surety .....	232,302	37,854
Glass .....	140,189	61,388
Burglary and theft. ....	499,150	198,026
Auto prop. damage. ....	810,934	493,252
Auto collision .....	26,391	6,629
Other P.D. and coll. ....	193,273	41,815
War-industry reins. ....	—2,934	.....
Total .....	\$9,602,460	\$3,995,787

**Lloyds, Minneapolis**—Assets, \$2,751,517; Inc., \$272,741; unearned prem., \$624,456; loss res., \$167,385; liab. res., \$398,550; guar. fd., \$250,000; surplus, \$1,512,601; Inc., \$7,970. Experience:

	Net Premiums	Losses Paid
Auto fire .....	\$ 23,410	\$ 6,874
Auto theft .....	7,352	561
Auto comprehensive. ....	179,130	76,543
Auto tornado .....	2,168	1,560
Auto liability .....	532,518	180,954
Other liability .....	1,554	92
Auto prop. damage. ....	259,372	115,711
Auto collision .....	264,635	177,934
Other P.D. and coll. ....	44	.....
Miscellaneous .....	43,487	4,598
Total .....	\$1,313,670	\$564,827

**Guarantee of N. A.**—Assets, \$2,009,012; dec., \$6,901; unearned prem., \$191,967; loss res., \$140,257; capital, \$400,000; surplus, \$1,143,423; dec., \$52,028. Experience:

	Net Premiums	Losses Paid
Fidelity .....	\$173,970	\$35,876
Surety .....	95,766	4,437
Total .....	\$269,736	\$40,313

**North American Mutual**—Assets, \$644,645; Inc., \$130,377; unearned prem., \$34,864; loss res., \$39,555; surplus, \$481,054; Inc., \$129,473. Experience:

**Merchants Mut. Cas.**—Assets, \$8,173,719; inc., \$1,094,360; unearned prem., \$2,086,010; loss res., \$424,309; liab. res., \$2,760,296; comp. res., \$1,148,494; surplus, \$1,310,123; inc., \$58,360. Experience:

	Net Premiums	Losses Paid
Accident .....	\$ 88,880	\$ 30,339
Auto liability .....	2,451,304	850,207
Other liability .....	556,773	104,089
Workmen's comp. ....	2,334,610	816,934
Glass .....	59,975	27,261
Auto prop. damage. ....	824,712	453,467
Auto Collision .....	45,388	23,052
Other P.D. and coll. ....	41,393	5,207
Total .....	\$6,403,035	\$2,310,556

**Western Natl. Indem.**—Assets, \$10,873,051; Inc., \$1,572,056; unearned prem., \$1,423,688; loss res., \$299,263; liab. res., \$1,209,140; comp. res., \$2,600,941; capital, \$1,000,000; surplus, \$3,648,513; Inc., \$1,082,074. Experience:

	Net Premiums	Losses Paid
Accident .....	\$ 172,864	\$ 49,832
Health .....	3,865	4,990
Auto liability .....	762,275	228,128
Other liability .....	548,440	114,268
Workmen's comp. ....	2,082,826	1,004,625
Fidelity .....	182,584	15,098
Surety .....	91,208	9,817
Glass .....	43,830	16,792
Burglary and theft. ....	180,588	41,166
Auto prop. damage. ....	281,608	147,258
Auto collision .....	3,926	1,790
Other P.D. and coll. ....	65,796	14,845
War-industry reins. ....	1,228	.....
Total .....	\$4,421,038	\$1,648,609

## ACCIDENT

### Court Holds with Insurer on Classification of Truck

A Chevrolet half-ton pickup truck comes within the exclusion of coverage within an automobile accident policy while driving or riding in or on any automobile truck. This was the decision of the Washington supreme court in reversing a decision of the lower court in *Roller vs. Hartford Accident*.

The beneficiary contended that the vehicle was a pickup and not a truck. The assured was a barber and used the vehicle for personal transportation and also for delivering milk to customers from his small country place.

The assured died when he fell off a load of hay that was being transported in the vehicle.

The court stated that it is difficult to imagine that either party to the insurance contract could have supposed that the insurer would be liable if the assured fell off a load of hay. "Hay is not ordinarily harvested in automobiles," the court said.

The determining factor is the primary

purpose for which the vehicle is designed. It was insured for B.I. and P.D. as a truck used for "commercial purposes." The beneficiary in her testimony twice called the vehicle a truck and her son so referred to it.

## Mo. Mail Order Insurers Accept Service on Dept.

JEFFERSON CITY—Superintendent Jackson has announced arrangements under which four Missouri companies have authorized the department to accept service in any suit instituted by a policyholder in a state where the company is not licensed.

The companies are American Life & Accident, St. Louis; Postal Life & Casualty, National Protective, and Old American, all of Kansas City.

All these companies make extensive use of radio programs and the mails and have policyholders in a number of states where they are not licensed.

## Insurance Plan for U. A. W. in Racine Is Studied

RACINE, WIS.—Members of the insurance committee of the U. A. W.-C. I. O. educational council and representatives of the Racine U. A. W. met

here to discuss an insurance plan for all members of the union. The discussions considered an extensive insurance program for members that would include life, health and accident, hospitalization, surgical fees and physicians' calls, according to Hugh Reichard, council director.

The conference was prompted by the feeling that many shops in Racine do not have average coverage for their employees and also that some insurance programs have been temporarily suspended during strikes because of policy provisions regarding discontinuance when the employee strikes or otherwise ceases his work.

Following the local meeting, the union insurance committee said it would consolidate the results of insurance investigations into a central file for the use of all U. A. W. locals interested in setting up a consumer-controlled insurance program.

## A. & H. Insurers Say Zone 4 Requirement "Impossible"

There is nothing that the accident and health insurers can do in connection with the decision of the zone 4 meeting of the insurance commissioners to require a breakdown of loss ratios on accident and health business by types of policies,

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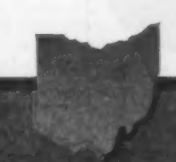
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retroactive to 1942, until rulings along that line are made by the individual departments. If and when such rulings are made, efforts undoubtedly will be made to secure, at least a modification of the requirement.

Company officials state that it would be an absolute impossibility to comply with the requirement, if it follows the line indicated by the reports of the zone 4 meeting. In the four years to be covered, some companies have issued hundreds of policy forms and even those with the most extensive statistical equipment have not kept separate experience records for each form.

The idea back of the move undoubtedly is to get at certain companies which have shown an abnormally low loss ratio on their accident and health business, but it would put an even heavier burden on the larger companies against which there has been no complaint in this respect.

### Questionnaire on Changing Name of H. & A. Conference

C. W. Young, Monarch Life, chairman of the public relations committee of the Health & Accident Underwriters Conference, has sent a questionnaire to all company members in regard to the advisability of changing the name of the organization, which was considered at the mid-winter meeting in Chicago but put over for final action at the annual meeting.

His letter states that apparently there is a unanimity of thought among a group in the membership that a better name might be chosen which would be more fully descriptive, eliminating confusion in the mind of anyone as to what the organization actually stands for, as well as more indicative of the objects and purposes of the Conference.

Names which have been suggested are: American Disability Insurance As-

sociation, Association of Disability Insurance of North America, Accident & Sickness Insurers Association, Association of Health & Accident Insurers.

Each of the companies is asked to indicate whether or not it favors changing the name and if so, what name it would suggest.

### Neumann A. & H. Head of Hartford A. & I. in West

Hartford Accident appointed George J. Neumann as personal accident superintendent in the western department at Chicago.

A graduate of University of Notre Dame, he served in the army air forces. He was an instructor at Columbus Flying School in Mississippi, and later was operations officer at an instructors' school. Then he was commanding officer of a squadron of 200 rated pilots.

Prior to the war he was a field man for Hartford, specializing in personal accident insurance.



G. J. Neumann

### Smith San Francisco President

Robert R. Smith, San Francisco manager of Great Northern Life, has been elected president of the San Francisco Accident & Health Insurance Managers Club, succeeding S. S. Battleson, West Coast Life. Gordon Baine, American-Associated companies, is vice-president and Clarence J. Treganowen, Fidelity & Casualty, secretary-treasurer. On the executive committee, in addition to the officers, are G. V. Chandler, General Accident, and G. F. McKenna, Continental Casualty.

### New Ill. Mutual Supervisors

Illinois Mutual Casualty has appointed Jack W. Kummer and Charles F. Stiteley as field supervisors.

Mr. Kummer is an experienced accident, sickness, hospital, franchise and group man. For several years he was special agent and branch office manager for American Mutual Liability, then was manager of the insurance department of the Retail Grocers Association. Recently he was with Continental Casualty as a group specialist. He will cover Michigan for Illinois Mutual, working with agents in that state and developing new agents.

Mr. Stiteley is a returned veteran, having served three years as a communication officer in the navy. He is a graduate of the University of Illinois in banking and finance. Before entering service, he was in the finance business in northern Iowa and southern Minnesota. He will travel Minnesota and

work out of the agency of M. F. Emerson, general agent.

W. H. Inman is back in the harness as field supervisor in Indiana after two years in the navy.

### Will Oppose Hospital Bill

Opposition is expected to the proposed bill regulating non-profit medical and hospital service plans in West Virginia, favorably reported by a house committee. A number of physicians and the CIO West Virginia Industrial Union Council will oppose the plan.

### Brink Cruise May 31-June 3

The annual lake cruise of the Earl B. Brink agency of Mutual Benefit Health & Accident and United Benefit Life in Detroit, which has been conducted each year since 1934, will be held May 31-June 3, with Mackinac and Georgian Bay as the destination. The qualifying period for the trip is April 1-May 30. Last year more than 400, including a number of Mutual Benefit home office people and managers from various parts of the country, made the trip.

### Ohio Municipal Hospital Ruling

Attorney General Jenkins of Ohio has ruled that municipalities operating municipal hospitals may contract with non-profit hospital service groups for the care of subscribers to the hospital service. However, where such contracts are made, the subscribers for hospital service cannot be given more favorable rates than are granted to other patients.

### Old American Purchase

Old American has purchased a four-story building at Ninth and Main streets in Kansas City, Mo. The mail order accident and health company is owned by Thomas McGee & Sons and has been housed with that agency in the Fidelity building. It is planned to add four more floors to the newly purchased structure. Company officials say this will alleviate the crowded conditions which necessitated the establishment of mail handling branch at Albany, Mo., two years ago.

## ASSOCIATIONS

### Discuss Veterans' Training

The Casualty Managers Association of Chicago was addressed last week by J. Morgan Johnson of the Illinois Board of Vocational Education and B. H. McCord of the Veterans Administration, who discussed on-the-job training for war veterans in the insurance industry.

### Compensation Claims Discussed

LOS ANGELES—M. A. Lavore, American-Associated companies, chairman of the compensation committee of the Casualty Insurance Adjusters As-

sociation of Southern California, reported on the latest developments on workmen's compensation claims at a meeting of the association. He said a number of proposed bills now are being studied with a view of having them presented at the 1947 session of the legislature.

### Talk on Broad Form Policy

LOS ANGELES—Robert E. Masterson, special agent of Fireman's Fund Indemnity, addressed the Casualty & Surety Fieldmen's Association of Southern California on "Broad Form Money and Securities Policy." Following his talk there were many questions on the different phases of the policy.

### Discuss Plate Glass Situation

LOS ANGELES—The Casualty Association of Southern California devoted most of its meeting to a discussion of the plate glass situation. The loss ratios have mounted at a rate the members consider alarming, and the discussion covered all phases of the subject.

At its March meeting, the Chicago Insurance Accountants Association heard a representative of Moore Business Form describe the Fanfold products.

## SURETY

### Bond Men Should Caution Banks on Service Contracts

An article appearing in the American Bankers Association's "Protective Bulletin" of March, 1946, told bank management to carefully review all "service" agreements and put them in writing to be certain that there were no loopholes which would make the bank, in spite of insurance, sustain losses from these agreements.

It referred to a substantial loss caused a bank which obtained the service of an armored car company for delivering payrolls to and for making collections of deposits from bank customers. According to the item, no written contract had been drawn up between the bank and the armored service company. The bank however, did insist that the armored car company carry adequate insurance for robbery and holdup plus fidelity coverage on employees. These insurance contracts were exhibited to the bank and apparently were considered adequate by both parties.

The armored car company engaged in a similar but unrelated operation, in addition to the payroll arrangement. The "Protective Bulletin" stated the bank made substantial amounts of cash available to the armored service. This cash was used by the employees in the trucks to cash checks for employees of a manufacturing plant, such checks being cashed for the armored car company's own account at a flat fee per check. The understanding between the bank and the armored service was that the balance of funds and the cashed checks were to be accounted for each night. This accounting, presumably, would be made on the bank's premises; however, if the armored car could not return before closing time, the balance of cash and checks were to be placed in the bank's night depository.

### Loss From Safe

This arrangement apparently worked satisfactorily until a day when considerable ice and snow covered the streets. The armored car carried \$10,000 in currency intended for cashing payroll checks at a plant, but on that particular day there were no checks cashed. In addition to this large amount of money, the service had other substantial amounts of cash intended for deposit in the bank in the safe. The Bul-



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## CHANGES IN CASUALTY FIELD

### Weiser Chicago Aetna Head; Johnson and Ollmert Aids

Donald K. Weiser took office Monday as Chicago manager of Aetna Casualty following upon the death of George Tramel.

During Mr. Tramel's long illness, Mr. Weiser had been in charge of the office and hence the transition is being accomplished without incident at this time.

Louis Ollmert, formerly head of the automobile department, and Joseph I. Johnson, bond superintendent are named as assistant managers. Mr. Johnson continues in charge of the surety division.

Also Arthur J. Higgins is advanced from agency supervisor to superintendent of agents.

Julius Belluomini is the new automobile department superintendent and Douglas Beach is named superintendent of the burglary, plate glass and marine department, taking the place that has been left vacant since the time that George R. Reick retired.

#### New Assistant Superintendents

John A. Wilson and Edward N. Lidgen become assistant superintendents of the automobile department; George R. Zage is named assistant superintendent of the burglary and glass department, and Brooks Ambros becomes assistant superintendent of the compensation and liability department.

Mr. Weiser has been an Aetna Casualty man since 1928 and has been in Chicago for the organization since 1937. He was just recently elected president of the Insurance Federation of Illinois and he is a former president of Casualty Underwriters Association of Chicago.

He graduated from Gettysburg college and then was engaged in accident investigation work for the department of labor and industry of Pennsylvania. He started with Aetna as an adjuster at Harrisburg, the same year went to Boston in a similar capacity and in 1930 turned from claims to production work. After attending the Hartford special agents school he was assigned as a field man at Harrisburg. In 1934 he went to Bridgeport, Conn., as special agent, then to Chicago in 1937 as a field man. Shortly thereafter he was named agency supervisor, in 1941 he became superintendent of agents and since 1943 has been assistant manager.

#### Ollmert Long an Aetna Man

Mr. Ollmert has been connected with Aetna Casualty Chicago branch since it was formed in 1913 and prior to that was in the casualty department of Marsh & McLennan when that agency had charge of Aetna affairs in Chicago. With Marsh & McLennan he was in the accounting division but in the branch he switched to automobile underwriting and after returning from the service in the first war he was named manager of that department. He is a former president of the Automobile Superintendents Club of Chicago.

Mr. Johnson has been an Aetna man ever since graduating from Syracuse University in 1922. He first went through the bond school at the Aetna head office and then was assigned to the Robert Knox agency at Hartford as bond special agent in Connecticut. The next year he was transferred to Rochester as bond field man and in 1925 was placed in charge of the bond department of Denver. The next year



D. K. Weiser

he moved to a similar position at Dallas and in 1927 went to Los Angeles as head of the bond department. He has been bond superintendent at Chicago since 1937. He served as president of the Surety Underwriters Association of Chicago in 1943, and while in Los Angeles was president of the Surety Association there and was also at one time president of the Southern California Acquisition Cost Conference for fidelity and surety lines.

Mr. Higgins has been with Aetna Casualty since graduating from Dartmouth, having started in 1923. He was in the home office accident and health department and later the same year was placed in charge of the A. & H. unit at St. Louis. Two years later he was sent to Chicago in a similar capacity and in 1941 he entered the general casualty arena as agency supervisor.

### Houghton Is V.P. of Preferred Acc.

Preferred Accident and Protective Indemnity have named Henry E. Houghton vice-president.

Mr. Houghton, retired chairman of Fish & Marvin, one of the oldest metropolitan New York real estate and insurance firms, has been actively connected with Preferred Accident since 1937.

Following his new appointment, Mr. Houghton resigned as president of the Houghton agency.

#### Lieb Loyalty Group Special

William A. Lieb, who was chief underwriter at the Newark branch office of Metropolitan Casualty and the Commercial Casualty for about 10 years before entering the navy, has been ap-

pointed a special agent of the Metropolitan Casualty, Commercial Casualty and Pittsburgh Underwriters in Essex, Passaic, Morris and Sussex counties, working out of the Newark branch.

### Caulfield "Comp." Liability Manager of Childs & Wood

James L. Caulfield, assistant in the compensation and liability department of the Childs & Wood agency, Chicago, has been promoted to manager of the department to succeed Eric E. Flesvig, who is resigning to become a broker associated with Hartford there in its local office.

Mr. Caulfield has just completed his terminal leave in the army as a major and has come out of the service. He was in the artillery for five years, starting as a private. He spent a year at Fort Scott handling the 12-inch disappearing rifles and then some time in the Hawaiian Islands and later took part in the invasion of Saipan.

Before joining Childs & Wood he studied at University of Illinois and Northwestern University.

#### Weisleder Milwaukee Manager

Walter A. Weisleder, claims manager of Liberty Mutual in Milwaukee, has been appointed resident manager of the Milwaukee district to succeed Albert P. Schryver, who died last October. Mr. Weisleder, who has been claims manager in Milwaukee since 1942, is president of the Milwaukee Casualty Insurance Claims Managers Council.

### Veterans Back to Chicago Office of American Surety

Kenneth R. Gallagher is returning April 1 to the Chicago branch of Casualty and Surety Fire after release by the navy with the rank of lieutenant

letin reports that the safe was not a heavy duty type and that it was insured only for \$5,000 on the contents.

Later that same night the safe was burglarized and all of the cash was stolen. The loss, of course, was reported to the bank and the problem was whether or not the money stolen was considered "in transit" to the bank or if the \$10,000 was a loan to the armored car service. It was suggested that if the latter case were true, it "would not be covered under the blanket bond of the bank."

#### Need Adequate Insurance

Because the armored motor service had such a nominal amount of insurance on their safe, the bank was faced with a substantial loss because it was believed the armored car service had no individual financial responsibility. The fact was emphasized that it is extremely advisable for the insurance departments of banks to make certain that any service agreements are in writing and free from ambiguities. This, plus adequate insurance in amounts large and broad enough to cover all risks should be one of their primary concerns. The "Protective Bulletin" also recommends the bank require information regarding any changes in or termination of any of the armored service company's insurance contracts.

### Los Angeles Franchise Bond Written by F. & D.

LOS ANGELES—Fidelity & Deposit through its Los Angeles branch has executed a franchise bond in the amount of \$500,000, running to the city of Los Angeles and becoming surety for a 21-year franchise granted to the Los Angeles Transit Lines. The city has just renewed the franchise formerly held by the Los Angeles Street Railway Corporation for that length of time. The bond covers operational and other obligations of the grantee to the city.

#### Operate Cars and Buses

Los Angeles Transit Lines some months ago purchased control of the street railway corporation and now is operating the street car and bus lines. It is owned by National City Lines of New York city, holding corporation controlling transportation lines in a number of mid-western cities. It is understood the holding company represents the Fitzgerald Brothers of Chicago interests.

Johnson & Higgins was the broker on the line.

#### Big Pa. Railroad Project

Hunkin Conkey Construction Co., Cleveland, and Shoffer, Gordon & Hunman, Los Angeles, were low bidders on the grading and construction of bridge substructures in connection with the relocation of the Conemaugh division of the Pennsylvania railroad from east of Blairsville to Kiskiminetas Junction, Pa. The total cost of the work is estimated at \$4 million.

Fidelity & Deposit, if those firms are awarded the contract, will execute the bonds through its Cleveland and Los Angeles offices.

#### Seaboard Writes Cal. Bond

LOS ANGELES—James I. Barnes Construction Co. of Los Angeles has been awarded a contract for street improvements and four bridges in Los Angeles county by the state department of highways, at its low bid of \$1,672,266. Seaboard Surety will execute the bond.

#### Plews L. A. Forum Speaker

F. Stanley Plews, assistant manager, Travelers Indemnity, president of the Surety Underwriters Association of Southern California, addressed the Insurance Forum of Los Angeles on "Suretyship." He discussed briefly the individual fidelity bond, the name schedule bond, the position schedule bond, primary commercial blanket bond, and blanket position bond.

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commander. He resumes his duties as assistant manager.

David W. Hoefler, who left the home office in New York to enter the army, has been reemployed at Chicago as special agent.

Claim department personnel has been augmented by the addition of Theodore J. Nork, just out of the armed forces. He is an attorney and formerly was associated with the Chicago Bar Association as librarian.

#### Gartside Fla. Special Agent

American Casualty has appointed Paul Gartside as special agent in Florida. He joined American Casualty in 1937 as an automobile underwriter. He later entered field work in Ohio. Subsequently transferred to Philadelphia he traveled in southern New Jersey, Pennsylvania and Delaware.

#### Connolly Joins Central Surety

John M. Connolly, recently returned from service in the navy, has been appointed northern California agency superintendent of Central Surety with headquarters in San Francisco. He was in the casualty and surety business in San Francisco for about 10 years before entering service.

#### W. E. Kindley Advanced

PORTLAND, ORE.—W. E. Kindley has been named east side manager of Farmers Auto. He was former division supervisor.

#### Pacific Indemnity Promotions

Eugene L. Stockwell, former vice-president and general counsel of Pacific Indemnity, has been elected executive vice-president and F. W. Burnett has been elected secretary-treasurer.

Elected directors were James A. Van Roo, vice-president and comptroller, and Ben R. Meyer, president of the Union Bank & Trust Co. of Los Angeles.

#### Mallia in Cal. for U. S. F. & G.

U. S. F. & G. has appointed S. P. Mallia district supervisor for San Joaquin valley and south coast territory. For four years Mr. Mallia has been a commander in the navy in the Pacific.

Prior to the war, he conducted his own local agency in Dallas, and before that he traveled the south and southwest as a field assistant for Travelers.

Donald A. Hemenway, assistant manager fidelity and surety lines at Travelers Manchester, N. H., branch, has changed his headquarters to Burlington, Vt.

## PERSONALS

Walter A. Schaefer, Newark general agent, a former president of the Casualty Underwriters Association of New Jersey, has filed as a candidate for Congress on the Republican ticket.

Cyrus C. Washburn, vice-president of Preferred Accident for the Pacific Coast, has been elected secretary of the Union League Club of San Francisco, in which he has been an active member for a number of years.

## DEATHS

Mansur B. Oakes, Indianapolis, 73, well known in the insurance publishing and educational field, died in St. Elizabeth Hospital, Lafayette, Ind., following a gall bladder and appendix operation. He was stricken while conducting the accident and health course at Purdue University.

Mr. Oakes was born in Indianapolis and lived there all his life, except for two years in the banking business in Phoenix, Ariz. Upon returning to Indianapolis from Phoenix in 1909, he became associated with the Rough Notes Co., promoting the development and

sale of its legal service, the "Insurance Digest." In 1914 he founded the Insurance Research & Review Service, through which he became nationally known, particularly in life insurance circles. He became a consultant for the National Association of Life Underwriters and was a frequent speaker before life insurance gatherings. He was author of an educational course in life insurance. In 1936 he founded the Taylor Publishing Co., in association with his son-in-law and daughter, Mr. and Mrs. Wendell C. Taylor. He specialized in preparing literature and courses of instruction on accident and health insurance. He was engaged to conduct four courses at Purdue University each year, and negotiations were under way for establishing a similar course in the University of California. He was author of several books on insurance advertising and salesmanship.

William J. Keegan, 55, manager of New York bail bond bureau of National Surety, died in New York. He had been with National Surety for well over 35 years. He was appointed manager of the bail bond bureau in 1938.

Mrs. Sally R. Seymour, general agent for Maryland Casualty at Ancon, C. Z., since 1928, suffered a heart attack on board a boat enroute from the Canal Zone to New Orleans and died at the Baptist Hospital in that city. She was on her way to Florida for a vacation.

Mrs. Seymour had operated the agency, founded by her husband, Henry Seymour, in 1910, since the latter's death in 1928. Mrs. Seymour, shortly before her death, had retired from active participation in business, turning over her interest in the agency to Clay D. Randal, her nephew, and Allen K. Smith, who will continue as general agents of Maryland.

#### Hold Two Kansas Inspections

Town inspections were held at Stafford and St. John, Kan., by the Kansas Fire Prevention Association. President N. K. Nelson and Secretary V. E. Herbert, both of Topeka, and F. A. Werbe, state fire marshal, and three deputies took part. Mr. Nelson spoke to schools and public meetings and Marshal Werbe presented the fire prevention movie, "More Dangerous Than Dynamite." Benjamin E. Evans, agent and mayor of Stafford, presided at the meeting there, and Roy M. Mater, agent, at St. John. R. L. Budge, president Kansas Association of Insurance Agents, took part.

#### Larson in San Francisco

Russell A. Larson has been appointed special agent of Travelers Fire in San Francisco. In the army since 1943, he served a year and a half in Africa, Italy, southern France and Germany with a quartermaster supply company.

Frank Swearingen, fire survey engineer at Louisville, has been appointed superintendent of engineering of the Louisville and Indianapolis territories with headquarters at Louisville. Richard V. Bray, appointed special agent, fire lines, early in March, has been assigned to the Charlotte territory. William E. Mason, Rockford, Ill., has been appointed special agent in the Minneapolis territory.

#### Johnson Resigns from Hanover

William F. Johnson, special agent in Michigan for Hanover Fire, has resigned under doctor's orders.

Mr. Johnson served in the army as a major and received a back injury while on duty in Iceland. The jarring of automobile travel has aggravated his trouble and he was advised to give up road work.

Insurance Women of Pittsburgh will induct into office, during a candle light ceremony, the newly elected officers at the meeting April 9. President is Mary E. Keck, Freehold Real Estate Co.; vice-president, Minnie Burroughs, American Surety; recording secretary, Grace Weber, Scott & McCune; corresponding secretary, Grace Baird, F. C. A. B.; treasurer, Jennie Hilke, Hurst-Anthony Co.

## Receiver Files Report in Central Mutual Case

(CONTINUED FROM PAGE 21)

This would bar claimants from receiving dividends unless the assessment has been paid or settled, in Ohio, Michigan and Maryland. Claimants from South Carolina, Kansas and Wisconsin should await final decision.

#### SUITS IN TENNESSEE

CHATTANOOGA—Attorneys for the Central Mutual receiver have entered suits in Hamilton county chancery court to collect a total of \$5,532 from seven local trucking companies, former policyholders. A suit to collect an assessment of \$7,766 from Dewey Maner, local livestock dealer, was filed three weeks ago.

#### New Cheboygan Partnership

Archie E. Barnich and Kenneth A. Hubacker have formed an agency partnership at Cheboygan, Mich.

Mr. Barnich started in the agency business with the William Childs office in 1931 and founded his own business in 1936. The next year he purchased the Waller & Co. agency.

Mr. Barnich was in the army four years and during his absence the agency was managed by Mr. Hubacker. The latter has been with the agency since 1938. Both men are graduates of the Aetna home office school.

#### Whittenberg's Work Expanded

Mark H. Whittenberg, San Marcos, Tex., who has been farm and hail special agent for Cravens, Dargan & Co., has been appointed special agent for all departments. He did his first field work for Cravens, Dargan as hail adjuster in 1938 after having been a local agent two years. He became farm special agent two years ago but interrupted his employment to join the counter-intelligence corps. He rejoined Cravens, Dargan six months ago.

#### North America Enters India

North America has commenced operations in India.

Volkart Brothers, Inc., whose principal office for India is located at Bombay, has been appointed marine agents. Arrangements for writing other lines are now being made.

Recently, North America reopened its offices in China and the Philippines.

#### Agents Sponsor U. of Ga. Course

ATLANTA—The Georgia Association of Insurance Agents, in cooperation with the Atlanta association of the same group, is sponsoring an advanced course in fire and casualty insurance at the University of Georgia evening college. The course will last for two semesters and is a modification of the N.A.I.A. 100-hour course.

#### Dineen Accountants' Speaker

Superintendent Dineen of New York will speak at the Insurance Accountants Association luncheon April 25 at New York. He is expected to deal with uniform accounting, legislation concerning which was passed by the New York legislature.

#### VA Man Ohio Speaker

COLUMBUS—Ralph H. Stone, deputy administrator of veterans administration for Ohio, Michigan and Kentucky, will address the Ohio Underwriters Association at its meeting Tuesday morning. His wide experience in veterans administration work will be of interest particularly to those field men just returned from service.

#### Jackson, O'Toole Bury Hatchet

ST. LOUIS—The correspondence controversy between Superintendent Jackson and John J. O'Toole of St. Louis, national director of Missouri Association of Insurance Agents, has apparently come to a peaceful ending with the adversaries agreed on the main points:

No state supervisory authority should endeavor to fix and regulate the commission rates for agents and brokers.

The integrity and efficiency of the local agents is unquestioned and they have a proper place in the insurance picture.

## Discover 20-Year Bank Embezzlement in Ill.

A \$113,000 embezzlement loss from the American National Bank, Rockford, Ill., was discovered recently.

Herbert O. Erickson, a bookkeeper, and his accomplice Mrs. V. N. Cassioppi, admitted taking small amounts of money, never more than \$100 at a time, for over 20 years. They wrote checks on accounts in the bank and juggled figures to switch amounts from one account to another. When the checks arrived at the bank they were torn up.

The system was discovered when auditors began working on the books in the evening after the employees had left. The next morning Erickson switched some figures to cover recent transactions and when the examiners arrived they noticed the changes.

Both were married. Erickson explained his actions by saying, "I just liked to be a good sport."

National Surety had the bankers blanket bond until July, 1945 when it was given to U.S.F.&G. The amount of the bond is unknown. National Surety is liable for losses to July of 1945 and U.S.F.&G. for any subsequent losses.

#### Cecil McGee to Head Office

Cecil McGee has been appointed field supervisor of Kansas City Fire & Marine, with headquarters at the home office. He has been Kansas state agent since 1944, and he will continue the direct supervision of the Kansas territory with the assistance of Special Agents Gene Thomas and Adrian Lindsey.

From 1936 to 1944, Mr. McGee was Missouri special agent and later Kansas state agent for National Fire, for 11 years prior to which time he was with the Missouri Inspection Bureau.

#### Where to Get U. S. Insurance Book

THE NATIONAL UNDERWRITER has received several inquiries about where the booklet may be obtained that was gotten up by the War Department and put out by the Department of Commerce on the operation of an insurance agency and real estate office. It is for sale at the Superintendent of Documents, U. S. Government Printing Office, Washington 25, D. C., the price being 30 cents. It is entitled: "Department of Commerce, Bureau of Foreign and Domestic Commerce, Industrial (Small Business) Series No. 26, Establishing and Operating a Real Estate and Insurance Brokerage Business."

#### Confir on Ohio Tax Suit

COLUMBUS—Gail H. Butt, special master for the federal court at Columbus, held a conference there Wednesday with counsel for the state and Aetna Fire in connection with the suit recently filed to enjoin collection of premium taxes on the claim the Ohio law is discriminatory and unconstitutional. A plan of procedure is to be worked out. The special master, if he hears the case, will report to the three-judge court, which some time ago held a preliminary hearing.

Henry Wagner, 80, for 40 years a broker in the Cook county, Ill., office of Home, died last week. He had been ill for about a year.

He is the father of A. M. Wagner, assistant secretary of Hanover and Fulton Fire, and another son, Horace R., who is secretary-treasurer of American Bird Products, Chicago.

Service Casualty of New York has been licensed in Iowa and California with J. H. Glenn, San Francisco, as general agent there.



# INSURANCE NEWS BY SECTIONS

## MIDDLE WESTERN STATES

### Ohio Committee Formed to Assist Fire Marshal

COLUMBUS—Representatives of various state associations have organized a fire marshal's program planning committee with C. D. McVay of Ohio Farmers as chairman; West Shell of A. W. Shell & Co., Cincinnati, and H. M. Pontious, Ohio Farm Bureau, Columbus, vice-chairmen, and T. H. Wright of the Ohio inspection bureau as secretary.

The announced purpose of the committee is to devise plans for cooperating with the state fire marshal's division to bring about a "modern, comprehensive program." The movement, it is stated, was suggested by State Fire Marshal Callen. Among the speakers at the meeting were Gov. Lausche, Superintendent Dressel and Mr. Callen.

Gov. Lausche said that if the public "hopes to buy insurance at better rates it must cooperate in keeping down fire losses."

Superintendent Dressel declared that unless fire losses are held down, fire rates will undergo an increase as automobile casualty rates have.

It was stated the state collects about \$300,000 a year in fire marshal taxes and that the state fire marshal expends about \$100,000. The remainder is placed in a trust fund, which now amounts to \$2 million.

Superintendent Dressel and other speakers urged a comprehensive educational program to prevent fires and hold down losses.

Chairman McVay and other officers, at a meeting to be held April 8, will suggest various committees needed to carry out the functions of the committees and the scope of the work they are to undertake.

### Michigan Agents Plan to Hold Insurance Institute

LANSING, MICH.—The Michigan Association of Insurance Agents is planning to sponsor an insurance institute at the Kellogg Foundation Clear Lake camp between Battle Creek and Hastings, June 10-14, with attendance limited to 100 students. There will be day and night classes, lectures and examinations. Only members and war veterans qualified by members will be permitted to take the work.

Between classes and study periods, recreation periods will be arranged, including swimming, boating and hiking. Cost to individuals will amount to approximately \$4 daily, including room and board, Waldo O. Hildebrand, secretary-manager, announced. The association is supplying interested members a guide for organizing and outlining on-the-job training programs for returned war veterans. Details required by the government in preparing each program are included in the instructions and a suggested outline of training.

Members are being urged to conduct local advertising and publicity campaigns warning motorists against car key carelessness. The matter was the subject of a resolution adopted at the mid-year meeting of the state association in Grand Rapids and that city apparently is preparing to pioneer the move by adopting an ordinance along the lines suggested by police.

### Woodruff Mt. Pleasant Head

Bernard Woodruff has been named president and Ralph D. Crapo treasurer of the Mt. Pleasant, Mich., Association of Insurance Agents. Malcolm Wardrop, former president, has been in the service for some time.

### Minn. Group Hears Talks on Hail Cover Subjects

The Southwestern Minnesota Agents Regional Association at a dinner meeting at Worthington, attended by more than 100, heard talks on:

"Rates and Experience," by R. W. White, general agent hail department Crum & Forster;

"Policy Contract," by George S. Hansen, special agent Rain and Hail Bureau; "Agents Responsibility," by H. J. Clough, state agent farm and hail departments America Fore;

"Crop Adjustments," by W. J. Cassidy, supervisor central hail department Home;

"Government Crop Insurance," by Clark Jesten, special agent farm and hail department Great American.

Program chairman was J. M. Nearhood, staff adjuster of St. Paul F. & M. R. M. Jones, Lakefield, is president of this association.

### Newhouse & Sayre Appoints Nicholson at Detroit

Newhouse & Sayre has opened an office in Detroit under the management of William L. Nicholson. It is in the Buhl building.

The St. Louis office, which is in charge of F. E. Whitlock, has moved into larger quarters and will handle the business in the six adjoining states.

### St. Paul Liquefied Gas Hearing

ST. PAUL—A hearing has been set for April 26 on an injunction sought by the Skelly Oil Co. to prohibit St. Paul from enforcing a new ordinance banning storage of liquefied gas within 1,600 feet of any hospital line. The ordinance carried when put to a vote of the citizens.

Residents in the neighborhood of the plant, already nearly completed, feared a repetition of the Cleveland explosion even though National Board experts said there was no similarity between the two plants. On the strength of the National Board report, city officials approved the installation and citizens then went over the head of the city council and voted the ordinance prohibiting the plant.

### VA Stops "Pirating" Employees

ST. LOUIS—Under an agreement between representatives of the Veterans Administration and B. G. Gregory, manager of the Insurance Board of St. Louis, the VA will not do any proselyting for trained office help among workers in insurance offices here.

Mr. Gregory charged that some persons connected with VA were actively soliciting new help by contacting some of the employees of insurance companies and agencies and holding out the prospects of larger salaries as an inducement to switch jobs.

Col. W. J. Cummings, local VA manager, quickly disowned any attempt at pirating of help that may have been made by over-zealous attaches.

### Cincinnati Relief Amendment

CINCINNATI—Through a new constitutional amendment approved at its last meeting, a member of the Cincinnati Fire Underwriters Association has a year's time to clear his agency under a rule which may come into operation with the withdrawal of a member of a fleet represented in his agency. If the agent should then be in violation of the four agency limitation rule in accepting another member of the fleet to replace the retiring company, a year's

grace is now permitted from the time the retiring company ceased to function.

### Jackson Guest at K. C. Party

Superintendent Jackson will be guest at the Kansas City (Mo.) Insurance Agents Association's annual party March 30. The sound film, "Bank-Agent Auto Plan in Action" will be shown April 19. B. G. Gregory, executive secretary of the Missouri association, will explain the St. Louis plan.

Association members who have returned from military service are Donald D. Belcher, Roger Durkee, Richard W. Flury, Norman Hobart, Jr., James J. McNeill, Henry Rosenheim, Max Swade, Wood Wornall and Robert Inness.

### St. Paul Suburbs Fight Rise

ST. PAUL—Suburban communities have appealed to the city not to carry out its plan to increase charges for fire protection as they claim they cannot afford the higher charge. Recently the city's technical committee recommended the present rate of \$50 an hour be changed to a rate based either on tax valuations or population in the area served. Fire Chief Sudeith recommended charging \$200 for each piece of equipment sent on call.

### Van Horn to Open Agency

E. M. Van Horn, special agent for Grain Dealers National Mutual for several years, has resigned to open his own local agency at 809 Central building, Wichita. Van Horn, who recently returned from war service, is a brother of O. J. Van Horn, well known local agent at San Antonio and formerly with the Wheeler-Kelly-Hagney agency in Wichita.

### Hold Wichita Hail Gathering

A hail adjusters conference for adjusters from the Kansas and Oklahoma fields will be held by the Western Hail & Adjustment Association in Wichita April 3-4. Meetings had been suspended during the war period. General rains during the past month in much of the major wheat areas of the two states give promise of another large wheat crop. Some agents already are taking applications for hail insurance.

### Founds Adjusting Firm

J. H. Mahaney, who recently resigned as vice-president of Jefferson Adjustment Bureau, has opened an independent adjusting firm to represent companies in the Lafayette building, Detroit.

Mr. Mahaney has been in company claim work for 19 years in Kansas City, Wichita, Los Angeles and Detroit. His firm will specialize in automobile, casualty, general fire and inland marine losses.

### McGarraugh Opens Agency

J. G. McGarraugh has been granted a class 1 membership in the Kansas City (Mo.) Insurance Agents Association and has opened an agency in the Live Stock Exchange building, representing Pennsylvania Fire and Albany. Manager is Edward W. Forsythe. Mr. McGarraugh purchased the long dormant membership of the Walter E. Durham agency.

### Doran Sells Agency Interest

J. Harvey Doran, associated with the Heiny Insurance agency at Monticello, Ind., for 18 years, is retiring. His interests have been purchased by his partner, Harold C. Phend, and Merritt Wood, father-in-law of Mr. Phend. LaVerne Huddleston, a returned veteran, will be associated with the agency. Mr. Doran and Mr. Phend have operated the agency since 1935.

## Honor C. W. Davis

Charles W. Davis, who was given a citation by the Insurance Board of

Cleveland the other day for his many years of activity in insurance and in the board, is president of the Albert Rees Davis Co. He got his first taste of insurance in the agency of his father at Youngstown. He graduated in mining engineering at Ohio State University in 1894, taught there for awhile and then in Colorado Springs high school. He engaged in metal mining at Cripple Creek and in other western localities and in Mexico and then in 1903 went to Cleveland to join the local agency of his brother, Albert Rees Davis. He later became president of the agency. He was president of Cleveland Insurance Board in 1930.



Charles W. Davis

### Plan Iowa Membership Campaign

DES MOINES—The Iowa Association of Insurance Agents membership committee has laid plans for an extensive membership drive this spring with a goal of 150 new members.

A Des Moines advertising agency will put on an extensive direct-mail campaign, with personal calls by association members to follow.

### Talk on Present-Day Values

George A. Colburn, assistant vice-president of the American Appraisal Co., Milwaukee, spoke on "The Effect of Present Day Values and Conditions on Property Insurance" before the St. Louis insured members conference of the Associated Industries of Missouri Tuesday.

### Fred H. Graham Makes Change

Fred H. Graham has resigned his connection with the Alexander Sibley agency of Detroit. He has been spending considerable time at Chicago and may decide to locate there. He is an experienced agency and production man and got his early training with Aetna Casualty.

### Boys Home Loss \$200,000

Fire destroyed the 37-year old building of the McCune Home for Boys, a county institution, at Independence, Mo., with \$200,000 estimated damage, covered by insurance. The home, seven miles east of Independence, had city water connections but no fire hydrants.

### Stephenson at Des Moines

DES MOINES—At the Des Moines Association of Insurance Agents March meeting E. L. Stephenson, manager Associated Aviation Underwriters, Chicago, discussed aviation insurance. T. J. Hession, Western Adjustment, will speak at the meeting April 3.

### Joint Meeting at Fort Wayne

The Fort Wayne (Ind.) Association of Insurance Agents and the Fort Wayne Association of Insurance Adjusters will hold a joint meeting April 10.

### NEWS BRIEFS

Larger office quarters have been taken by the Great American group in 607-608 Waldheim building, Kansas City. With the indemnity company opening a Kansas City office, additional space was required. Art Young is in charge of the Indemnity offices. Ted T. Harper has been released from the navy after serving for the last three years and has



joined the Kansas City office as a fire special agent. Guy E. Dixon is Missouri state agent.

L. C. Smith, recently discharged from the army as a lieutenant in the medical administration corps, has joined the Harris, Burns & Co. agency at Wichita.

Charles J. Smith, in the navy for 22 months, has returned to the Chamberlain & Kirk agency, Des Moines, as treasurer and manager. He has been with the firm since 1934.

The Lawrence (Kan.) Insurance

Board had a discussion of the 1943 New York policy and new Kansas forms and a further discussion of the bank and agent auto plan at the March meeting.

The name of the Farmers Insurance Agency at Alexandria, Minn., has been changed to Douglas Insurance Agency, the principals being A. C. Schneiderhan, G. M. Grabow and Irene M. Halstead.

Richard A. Thompson, member of the executive committee of the N.A.I.A., was speaker at the two day meeting of Region 5 of the National Association of Insurance Women in Minneapolis. Total registration was 117.

## IN THE SOUTHERN STATES

### Dunlap Warns Agents of Underinsurance Hazard

ATLANTA—James C. Dunlap, president Georgia Association of Insurance Agents, told a meeting of that group here that it is emphatically necessary for agents to warn property owners of possible loss through failure to carry adequate protection under mounting property values and the rising costs of construction. He declared that recently 82 property owners who had only \$287,000 insurance had sustained losses of \$570,000.

Unless there is a revision in insurance coverage, he said, there is danger of personal disaster, and he urged that measures be taken to inform property owners fully on the matter. There are no indications of decreasing cost of construction for many years, and insurable value today represents replacement cost less reasonable depreciation.

### Kentucky Agents' Licenses Automatically Renewed

Kentucky's general assembly has passed a bill simplifying the renewal of agents' licenses which companies hope will be used as a model in the various states. Its purpose is to reduce mechanics and paper work.

Under the new law, companies will merely send in a typewritten list of licenses to be renewed with a check covering the total fees. Licenses terminated during the year will be returned to the Kentucky department. The license year begins Nov. 1.

New agents will continue to file an application and the company will continue to fill out quadruple cards.

West Virginia and Texas now use a variation of the Kentucky system.

### Would Hike State Farm Levy

RICHMOND—The corporation commission has set April 10 for a hearing on petition of State Farm Mutual Auto for relief from a ruling of the Virginia rating bureau. The bureau ordered the company to amend its reports for the last nine years so that new assessments could be made which would include its collision insurance written in Virginia. The company contends that it should be assessed only on the basis of its fire, theft and comprehensive insurance.

### Start Agency at New Orleans

Ben R. Franklin, Jr., formerly with the Henry S. Steckler general agency in New Orleans, has been released after five years as lieutenant commander in the navy and has organized the Franklin & Gotterman agency in New Orleans with Fred S. Gotterman, army veteran, as partner.

### New York Lloyds Deviate

Lloyds, New York, has been granted permission to deviate 20% from all rates covering in Oklahoma except those applying to cotton gin and cotton seed oil mills. The deviations are effective April 1.

### Knoxville, Tenn., Line Is Again in a Muddle

KNOXVILLE, TENN.—Paul Morton, who as city manager has ordered cancellation of \$2 million fire insurance on city property written by "syndicates" of local agents, has been fired by the city council and the whole situation is in a muddle. A committee, headed by W. L. Ambrose, local agent who is a member of the city council, was instructed by Morton to provide insurance coverage until a permanent schedule could be prepared. Now no one seems to know what the status of the city's insurance is. Petitions are being circulated for reinstatement of Morton but the outcome is uncertain. It long has been the policy to divide the coverage among local agents, but charges of political favoritism have been made.

### Roanoke Eyes Self-Insurance

ROANOKE, VA.—The city of Roanoke is considering self-insurance of its properties. The council directed the city clerk to obtain from the United States Conference of Mayors available data on experiences of municipalities which are self-insurers.

This move was made after Lacy Edgerton, agent for mutual fire companies, urged greater participation by the mutuals in the city's insurance. An ordinance was adopted in 1937, authorizing a blanket policy for all city structures except school properties, and limiting the amount placed in mutuals to a maximum of 10% of the coverage. City Attorney Hunter explained that at the time this ordinance was adopted stock fire companies were writing about 90% of the business in Roanoke, and mutuals about 10%, and the city's insurance was pro-rated on this basis. Since then, he said, the proportions have changed.

### Should Explain Fire Rates

Makeup of fire insurance rates should be explained to policyholders, C. H. Trame, Sr., branch manager of the Kentucky Inspection Bureau, told Covington, Ky., agents.

Fire insurance rates are not guesswork as some policyholders think, he said, but are based on fire department protection available, construction of buildings, occupancy, purpose for which the building is used, exposure to fire hazards and coinsurance.

### Sartin Okla. Special Agent

Jess G. Sartin has been appointed special agent for Oklahoma by Cravens, Dargan, with headquarters at Oklahoma City. Mr. Sartin was formerly a hail special agent and adjuster.

Newly appointed committee chairman of the Insurance Women of Montgomery are Augusta Shealy, publicity; Lucille G. Doster, executive; June Landers, membership; Nan M. Cooper, ways and means; Ocy Dee Johnson, program; Lucille Paulk, bulletin; Jennelle Bush, education; Ethel May Hall, welfare; Bula Barganier, birthdays; Annette Blake, historian; Dorothy McMichael, entertainment; Analu Jones, employment, and Eleanor Echols, fellowship. Elected at the last meeting were 13 new members bringing the total membership to 52. Plans were made for members to attend the insurance school of instruction beginning April 12.

## PACIFIC COAST AND MOUNTAIN

### Utah Agents Hold Mid-Year Meeting

PROVO, UTAH—Some 50 members of the Utah Association of Insurance Agents attended the first mid-year meeting in several years to determine association policy on matters of state and national importance.

Carlyle C. Eubank, Ogden, state, national director, in discussing the proposed far-west conference in San Francisco in April, expressed doubt that the conference would materialize because of disagreement between the 11 states to be represented. Purpose of the far-western conference has been announced "to promulgate the idea of the agents of the 11 western states upon all matters which are vital to the interest of the insurance agent; to exchange ideas and problems so as to develop unity and a continuity in a program with respect to all insurance with which the agent deals; to enable the representatives at the conference to discuss, and when necessary arbitrate, their problems with the underwriting companies.

Arch G. Webb, new executive secretary of the Utah association, spoke on the need of business organization in all lines.

Former President Ralph D. Callister led a discussion on the increase in automobile collision rates, and while it was agreed announced increases of 10 to 13% were not entirely justified, no action was taken.

Interim insurance legislation was discussed by Adrian W. Hatch and Mr. Callister, members of the 1945 Utah legislature.

Mr. Callister discussed public law 15 and the qualification of insurance agents, while Mr. Hatch said new Utah laws would provide the commissioner with authority to police agents and comply with federal regulations.

### Seattle Architect to Speak on Building Costs

SEATTLE—In line with the underinsurance campaign of the National Board, the King County Insurance Association, through its program chairman, J. W. Frazier, announced the subject will be featured at a luncheon meeting April 9, with A. M. Young, Seattle architect and engineer, as the speaker on valuations and increases in building replacement costs. There will be a brief explanation of the National Board's campaign. All insurance men are invited. Advertising material made available to agents through the association will be displayed.

Trustees have recommended amendment of the by-laws section dealing with return commissions resulting from cancellation of policies where business passes from one agent to another so as to clarify it with respect to audit or installment policies. The present rule, which provides that the agent taking over the line bears any return commission, will be clarified, if the amendment is adopted, to provide "that on all policies for which premiums are payable on an audit or installment basis the newly-appointed agent broker shall be entitled to all commissions on premiums developed or coming due on and after date of appointment of new agent broker; new agent broker shall assume any return commissions or return premiums developed by the audit."

### Legion to Honor Veterans

Insurance Post 404 of the American Legion at San Francisco will hold a smoker, entertainment program and buffet supper March 29 in honor of veterans who have returned to the insurance business. Sig C. Arndt of Finn, Smith & Medcraft, is chairman of the entertainment committee.

### New Cal. Setup for Yorkshire, Seaboard

SAN FRANCISCO—Under a new arrangement, Yorkshire hereafter will be operated in California by Swett & Crawford while Seaboard Fire & Marine of the group has been placed with the Ray Rosendahl & Co. general agency of Los Angeles and San Francisco. The present office of the Yorkshire—which will function as an underwriting office under the supervision of Edgar O. Zorn—also will be occupied by Rosendahl & Co., which moved in March 25.

George J. Benkie, northern California special agent, is joining the Rosendahl organization and will continue to cover his same field, while in Los Angeles, where the Yorkshire's group office will be closed, Lester Leadingham will become a member of the general agency's staff to cover southern California for Seaboard. Yorkshire Indemnity will remain in the office under Mr. Zorn's direction.

Rosendahl & Co. now represents Seaboard Surety and Fulton Fire.

London & Provincial hereafter will operate as Provincial Underwriters for which the Nathan L. Fairbairn agency is general agent in California.

### New Tacoma Narrows Bridge Plans Are Approved

SEATTLE—Final approval of plans for the new Tacoma Narrows bridge was granted this week by the Washington toll bridge authority. The new span, which will replace the bridge that collapsed in a high wind in 1940, will cost about \$8,500,000. The \$4 million that was paid by the insurance companies on the old span and funds secured from a bond issue will finance the project. A considerable portion of the old bridge, principally the piers, will be used.

Clarence Shain, state highway director, said the financing and letting of contracts for the 2,800 foot bridge would get under way as soon as insurance negotiations on the project are completed.

To overcome the flaws in design which contributed to failure of the first bridge, engineers have spent several years perfecting new plans. A feature will be a series of slots in the roadway to permit the wind to pass through without setting up strong resistance. It will take about two years for the job.

### Jean Andrus Aetna Fire's General Adjuster on Coast

SAN FRANCISCO—Jean Andrus, who has been in the navy since 1942, has returned to the Pacific department of Aetna Fire and has been appointed general adjuster. He succeeds G. S. Mariner, who is retiring April 1. Mr. Andrus first joined Aetna in 1926.

Mr. Mariner has been in the fire insurance business since 1897, starting with Norwich Union in San Francisco. Later he served as special agent and in 1912 became special agent for Aetna in the Pacific Northwest. He was later transferred to the Sacramento and San Joaquin valleys in California and was brought into the Pacific department headquarters in 1922. He was appointed general adjuster a year later.

### California County Mutuals Form New Stock Company

SAN FRANCISCO—The name of Sequoia Insurance Co. has been approved by the California department. It will write fire insurance. This new company is being organized by 20 county fire mutuals as a stock company, with headquarters in San Francisco. Operations offices are in Fresno, Cal. It is



understood that when the new company is licensed it will absorb First Reinsurance of California, which has been reinsuring the county mutuals' business and is itself a mutual. Karl Lewis, head of the reinsurance company is one of the principal promoters of the new stock company.

### Harbor Company's Capital \$150,000, Surplus \$180,000

LOS ANGELES—Commissioner Garrison has authorized the Harbor Insurance Co. of San Diego to sell 15,000 shares of stock with a par value of \$10 at \$22 per share, thus giving the company \$150,000 capital and \$180,000 surplus. There will be no public offering of the stock. Directors of the company, all of San Diego, are F. E. Davies, E. T. Hale, F. E. Lindley, Fred M. Rohr, head of Rohr Aircraft Co.; M. H. Golden, I. M. Schulman and D. D. Williams.

### Bonstin Is Loss Chief for N. Y. Underwriters on Coast

A. H. Bonstin has been named superintendent of the loss department of New York Underwriters in the Pacific Coast department at San Francisco. He has served for 25 years as a field man in the southern and northern California territories for the company.

### Increased Values Stressed

Russell S. Robertson, Los Angeles manager of Seeley & Co., addressed the Beverly Hills Underwriters Association on "Looking to the Future." He stressed the necessity of the agents taking cognizance of increased values, and their responsibility in properly servicing their clients.

### Mont. Hail Fund Reports

HELENA—It will be impossible to determine hail belts or patterns in Montana for 50 years, E. K. Bowman, chairman of the state hail insurance board, declared in his annual report, which showed the board wrote a record number of hail insurance policies last year, with premiums of \$392,000.

Mr. Bowman said hail losses will need to be recorded for at least 75 years before definite hail belts can be determined, and that such records have only been kept for 27 years.

### Licensing Swamps Cal. Department

LOS ANGELES—Commissioner Garrison has notified all insurers that the department is about three weeks behind in processing original license applications, and asks their assistance in expediting this work.

By having the employees of the department work nights and holidays, it is expected the accumulated mass of unprocessed applications will be cleared away in about two weeks.

### Plan Expansion in California

Winning & Levy, of San Francisco, northern California general agency representing Dubuque Fire & Marine, Employers Casualty and Preferred Accident for special lines, is planning to operate state wide and will establish a branch office at Los Angeles. The firm also operates as a surplus line broker with London Lloyds facilities.

### Pacific Board Meeting

The annual meeting of the Pacific Board will be held at Sonoma Mission Inn May 14-15.

### Open Long Beach Office

The Loyalty group has opened a service office in Long Beach, Cal., with C. P. Taylor as special agent and G. F. O'Brien as adjuster, to serve Long Beach agents and brokers.

### Adjustment Bureau Manager

Edward K. Francis has been named branch manager at San Luis Obispo,

Cal., for Fire Companies Adjustment Bureau. Mr. Francis studied law at Georgetown University and became an adjuster in 1940, joining the bureau in 1943 at San Luis Obispo.

### NEWS BRIEFS

Richard V. Eastman, who has been a lieutenant commander in the navy, has rejoined Commercial Union in Los Angeles as special agent in the all-risks department.

Robert E. Masterson, special agent of Fireman's Fund Indemnity, addressed the Pasadena Association of Insurance Agents on "Accident and Health Insurance."

Three more women members of the home office staff have achieved membership in the Fireman's Fund Pioneers with 25 years' consecutive service. They are Edna Bruce, accounting department; Hortense Bennett, automobile underwriting, and Florence Granke, payroll department.

George C. Bottoms has returned to his duties as special agent for Jewett Barton, Leavy & Kern, Portland, Ore. He left the firm nearly four years ago to enter army service.

The Insurance Women's Association of Portland, Ore., held its annual "bosses night" with Mrs. Ted Klem of Fireman's Fund as general chairman. Mrs. Paul C. Asher, president of the association, was hostess.

Seattle Insurance Women elected Meta Mitchell of Fire Association as president. Martha Harrison is vice-president; Mary Clark, secretary.

## EAST

### National Association Men to Address N. J. Agents

NEWARK—The two day mid-year meeting of the New Jersey Association of Insurance Agents, which will be held April 11-12 in the Essex House here, will be addressed by Guy T. Warfield, vice-president and executive committee chairman National Association of Insurance Agents; Roy Duffus, Rochester agent, chairman casualty committee, National association, and Commissioner Carey of New Jersey.

Whitney H. Roddy, Bloomfield agent, will conduct an agency management forum in the Friday morning session. It is also anticipated that there will be an aviation breakfast Friday morning.

Before the banquet Thursday evening, there will be a cocktail party, and entertainment and dancing will follow the festivities of the evening.

### Morgan Named Rate Analyst

Commissioner Allyn has named Walter L. Morgan, as rate analyst for fire insurance in the Connecticut department. He will begin his new duties April 1, the day on which 20 years ago he entered the employ of the New England Fire Insurance Rating Association, which he now is leaving. Mr. Morgan has been active in the Connecticut Field Club.

### Two Mass. Bills Killed

BOSTON—The lower house of the Massachusetts legislature has killed a proposed bill which would make compulsory the use of the demolition clause in all fire policies and another bill which would limit dividends to stockholders in stock and mutual guaranty capital companies. The senate concurred in the latter.

### Pa. Studies Public Law

With the hope that the insurance industry may arrive at substantial agreement upon legislation to bring Pennsylvania law into conformity with public law 15, the Pennsylvania Association of Insurance Agents will form its own all-industry committee.

The "industry conference committee"

presently consists of Stanley Cowman, Philadelphia, chairman; Charles A. Reid, Pittsburgh, and Russell Fulford, Allentown. Attorney George H. Hafer will act as counsel for the committee.

### Name Planet Setup at Boston

Standard Accident executives at Boston have been appointed to management position with the affiliated Planet, C. M. Leith being named manager; Victor L. Kloppenburg, assistant manager, and Frank J. England, production manager.

Clarence H. Twichell, head of the Twichell agency, Syracuse, N. Y., has been elected a director of Farmers & Traders Life.

At their monthly dinner meeting, the Insurance Women of New Jersey heard the representative of a cosmetics manufacturer.

## CANADIAN

### A. H. Vallance Retires

A. H. Vallance, in the insurance business nearly 50 years, 33 years with one group, has retired as associate manager of the Canadian department of the Phoenix-Connecticut group, Providence Washington and Westchester.

### New Marine Act in Canada

TORONTO—The Ontario legislature has given third reading to an act regulating marine insurance. Ontario is the fifth province to provide such legislation which is in force in Nova Scotia, New Brunswick, and Manitoba. The legislation was recommended by the Canadian Bar Association.

Definitions of liability between insureds, brokers and companies are included in the act.

## MOTOR

### Utah Rate Increase Is Necessary, Deputy Declares

SALT LAKE CITY—Automobile insurance companies are "completely justified" in raising their rates on collision coverage 10 to 30%, effective March 25, in Utah, according to a ruling of Deputy Commissioner R. W. Garff.

Mr. Garff declared the experience of companies writing this particular line demonstrated the necessity of the increase in rates. The position of the committee from the Utah Association of Insurance Agents in filing a protest against the new collision rates was based on the belief that the insurance companies were leveling off in Utah for bad records in other states. Deputy Garff, however, found that the present loss ratio is 90.7% compared to the 48-state average of 86.6.

Collision insurance on 1946 model cars will increase 10 to 13%, and rates on automobiles 30 or more months old up to 30%, Mr. Garff said.

### W. H. Oxford Fireman's Fund Auto Head in South

W. H. Oxford has been appointed automobile superintendent in the southern department of Fireman's Fund at Atlanta. His entire business life has been with Fireman's Fund. He got a start in fire underwriting and since 1936 has been in the automobile department.

### Drive Against Theft Losses

MILWAUKEE—Following conferences with Milwaukee police officials on the high rate of automobile thefts resulting from leaving keys in unat-

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tended parked cars, the Milwaukee Board has made an appropriation to have stickers printed bearing a slogan for distribution to members to use on their stationery, billheads, etc. In addition to theft losses, "joy-ride borrowing" frequently results in collision losses.

#### Cal. Agreement Life Extended

SAN FRANCISCO—To allow sufficient time for 18 more companies to

ponder the amendments to the California motor vehicle insurance agreement, the date for withdrawal of Colonial from the agreement has been extended from April 1 to June 1. About 401 companies have filed approval of the suggested amendments upon which the life of the agreement depends. On five previous occasions the effective date of Colonial's withdrawal—and probable death of the agreement—has been extended.

## MARINE INSURANCE NEWS

### Fireman's Fund Makes Marine Appointments

Fireman's Fund has appointed as assistant managers of the Atlantic marine department L. W. Niggeman, Julius W. Gaede and Henry F. Clark, Jr.

Mr. Niggeman joined the company March 1, after resigning from the War Shipping Administration at Washington. Mr. Gaede has been ocean marine underwriter since 1917. Mr. Clark has been head of the agency department, supervising marine and inland marine production.

Mr. Niggeman entered insurance in 1935 with the brokerage firm of Despard & Co. In Feb., 1937, he joined the New

York staff of Frank B. Hall & Co., leaving them in 1942 for the insurance division of the W.S.S. He served as chief underwriter, assistant director and director of wartime insurance in the government post.

Mr. Gaede is one of the oldest employees of Fireman's Fund, having joined the company in 1899. He had been ocean marine underwriter for 19 years.

Mr. Clark joined the company in 1933 as marine special agent in Philadelphia. In 1938 he was transferred to New York and since 1942 has been supervising marine and inland marine.

In San Francisco, three assistant secretaries have been appointed in the marine department. They are William H.

Menzie, Arnold R. Bowshay and Gilbert N. Weeks.

Mr. Menzie has been with the company 35 years and has supervised the processing of marine business. Mr. Bowshay, a veteran of 33 years' service, supervises marine claims. Mr. Weeks joined the staff in 1929 and is in charge of hull underwriting.

### Carr and Groff in Far East Posts

North America has reestablished its offices in the Far East and appointed William A. Carr as manager. He has been associated with North America since 1933. He has been a commander in the navy, and will be remembered as a former Olympic champion.

Mr. Carr has sailed for Manila with Albert H. Groff, who has been appointed manager of North America's Manila service office. Mr. Carr will proceed to China to take charge of the North America's offices in the Far East with headquarters in Hong Kong.

He was one of the outstanding track stars in the 1930 Olympic games in Los Angeles. He broke a world's record in the 400-metre race.

Mr. Carr attended Mercersburg Academy and University of Pennsylvania, receiving a B.S. in economics in 1933. His first position with North America in 1933 was as special agent in the city department, Philadelphia. Later, he was transferred to the head office agency department. He entered the navy in 1941, and was released in 1946.

Mr. Groff entered the service of North America as special agent in 1920. In 1929 he was made assistant manager of the Philadelphia fire office, and then transferred to the head office agency department. In 1941, he became a special agent in the Syracuse service office. He entered the army in 1942, took part in liberation of the Philippines as a lieutenant-colonel under General MacArthur, and was discharged in February, 1946.

### Three Marine Syndicates Elect Officers for Year

The American Marine Hull Insurance Syndicate, American Marine Insurance Syndicate for Insurance of Builders Risks, and United States Salvage Association have elected officers.

New members of the management group for the hull syndicate elected for three years are J. A. Bogardus, Atlantic Mutual; L. J. Haefner, Fireman's Fund; F. B. McBride, Home; Fred Maccabe, Automobile; Martin W. Morron, Aetna Fire; W. T. Rathbone, Providence Washington, and H. S. Sutter, Standard Marine.

The builders risk syndicate elected for three years J. W. Baker, Great American; H. S. Sutter, Orient; John C. Ulrich, American Central, and Messrs. Bogardus, Haefner, McBride, and Morron.

The salvage group elected A. E. Heacock, Meserole group; H. H. Reed, North America; Edwin Stewart, Reinsurance Corporation; F. B. Zeller, Royal, and Messrs. Haefner, Maccabe, and Rathbone.

Officers of the hull syndicate are W. B. Harwood, chairman and manager; M. W. Morron, vice-chairman; D. C. Anderson, underwriter; S. D. Livingston, underwriter for builders risks and secretary, and E. W. Schuler, treasurer. The officers are the same for the builders risk syndicate, and for the salvage association except that Michael F. McAlinden is executive secretary and there are no underwriters.

### R. W. Chamberlain to Chgo. for W. H. McGee & Co.

Roswell W. Chamberlain has been transferred by W. H. McGee & Co. from the New York head office to Chi-

cago as ocean marine underwriter. He graduated at Princeton in 1933 and the next year went with McGee & Co. at New York. He was engaged in inland and ocean marine underwriting until he entered the army air forces in 1942. Upon his release last November he returned to McGee & Co.

### Heavy Loss on Tuna Boat

LOS ANGELES—Los Angeles marine offices have been advised of the total loss of the tuna fishing boat "Triunfo," owned in San Diego. The boat went aground at the Galapagos Islands during a fog and was so badly wrecked there will be no salvage. The boat carried \$350,000 of marine insurance in the American market.

### Charges Miners' Insurance Worth Only Third the Price

WASHINGTON—Preparatory to demanding that bituminous coal mine operators provide for a health and welfare fund for coal miners, John L. Lewis, president United Mine Workers of America, at a biennial joint wage conference here with mine owners "indicted" the coal companies, their management and stockholders, for "exploitation" of miners and their families and practicing "extortion" upon them in connection with medical, health, accident, hospital and compensation insurance.

Lewis charged the mine owners with extorting annually from the miners \$60 million for "pseudo, hypothetical, substandard" insurance. The coverage, he charged, had actual value of less than one-third of the amount named.

Lewis' indictment followed a two-day presentation by members of a UMWA committee that investigated the situation with respect to miners' health, accident, medical care, hospitalization and compensation insurance and mining company doctors' activities and methods.

Other miners' spokesmen read from compensation and group insurance contracts to show limited coverage. They told of small amounts paid for severe injuries and total disability, the failure of protection to miners under elective compensation laws, comparatively heavy payments by miners for protection against hazards above indicated, inadequate hospitalization protection, considerable charges by mine owners for company doctors' services and retention by coal companies of thousands of dollars contributed by miners for protection.

Insurers whose policies were referred to and whose coverage, rates, and/or settlements were criticised, were fairly numerous. In some cases the speakers "named names," in others withheld them.

### \$150,000 Chicago Fire

General Out-Door Advertising plant at Loomis and Harrison Sts., Chicago, suffered about \$150,000 building and contents loss last week as a result of fire from unknown origin.

The fire started in the center of the plant and burned a storeroom containing wiring and electrical fixtures, a camera and dark room, shop office space and a panel painting area. There was no U.&O. Building and contents losses are about \$75,000 each.

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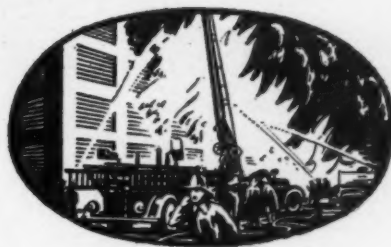
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## THE TASK OF INSURANCE

THERE is little difference between the tasks and the opportunities of insurance. Keeping pace with progress is an old story to "the industry that protects other industries." Along with the bright promises of modern science, many new and unlooked for hazards will doubtless develop, but science itself has been a potent tool used by property insurance underwriters and the various agencies of public safety.

It seems to me that the accomplishments of American idealism are very closely related to the accomplishments of American business. If that is so there is little to fear in the future if we maintain the same qualities to which our organization was dedicated ninety-three years ago. Any improvements in operating methods which may be required for the good of public service should be welcomed. Providing financial protection to meet the exact requirements of the insuring public must remain foremost in our endeavors.

People of the fire insurance business and of our own organization can look with pride upon the achievements of 1945, the Year of Victory. In common with every American citizen and every American business they were a part of the solid home front behind our victorious fighting men.

This report on the affairs of the company reflects the progress made in a year of national transition from war to peace.

*James V. Smith*  
President

### Directors

LEWIS L. CLARKE Banker	GUY CARY Lawyer
CHARLES G. MEYER The Cord Meyer Company	HAROLD V. SMITH President
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GORDON S. RENTSCHLER Chairman of the Board, National City Bank of New York	GEORGE GUND President, Cleveland Trust Co.
ROBERT GOELET Real Estate	HAROLD H. HELM Vice President, Chemical Bank & Trust Co.
GEORGE MCANENY President, Title Guarantees & Trust Co.	

### STATEMENT

December 31, 1945

#### ADMITTED ASSETS

Cash in Office, Banks and Trust Companies	\$ 21,252,662.44
United States Government Bonds	43,311,100.25
All Other Bonds and Stocks	93,759,025.46
First Mortgage Loans	180,533.95
Real Estate	3,464,339.81
Agents Balances, less than 90 days due	8,480,590.41
Reinsurance	
Recoverable on Paid Losses	1,567,724.71
Other Admitted Assets	187,624.54
<b>Total Admitted Assets</b>	<b>\$172,203,601.57</b>

#### LIABILITIES

Reserve for Unearned Premiums	\$ 62,085,749.00
Reserve for Losses	17,528,837.00
Reserve for Taxes	4,299,218.20
Liabilities under Contracts with War Ship Adm.	2,719,717.62
Reserve for Miscellaneous Accounts	435,448.41
Funds Held Under Reinsurance	
Treaties	67,772.03
<b>Total Liabilities Except Capital</b>	<b>\$ 87,136,742.26</b>
General Voluntary	
Reserve	\$10,066,859.31
Capital	15,000,000.00
Surplus	60,000,000.00
<b>Surplus as Regards Policyholders</b>	<b>\$85,066,859.31</b>
<b>Total</b>	<b>\$172,203,601.57</b>

Note: Bonds carried at \$4,414,678.58 amortized value and cash \$50,000.00 in the above statement are deposited as required by law. All securities have been valued in accordance with the requirements of the National Association of Insurance Commissioners. Surplus adjusted to reflect Canadian Assets and Liabilities on United States Dollar basis.

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## What's happened to that home of yours?

It's gone sky-high in value, along with the furnishings in it. Business and industrial properties are 'way up, too!

Have your Fire Insurance and Extended Coverage kept pace? Better check up now—with an eye on today's insurable values. Make sure your home—and its contents—are adequately protected.



### Maybe fire insurance costs too little

If the cost of Fire Insurance were higher, you'd probably pay more attention to it. Few realize how much value you get today for your premium dollar . . . how broad the protection is under today's policies, although the cost of Fire Insurance has declined!



### Look out...it may be a booby trap!

Don't take chances with that hard to replace car. Handle it with care! And be sure you're covered by broad, modern automobile insurance protection!



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Burglary is *his* business . . . and he may call at *your* house next. Be ready! Hartford Residence and Outside Theft Insurance protects all members of your family living in your house, covers property at home or when traveling in the Western Hemisphere.



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